

The American Perfumer

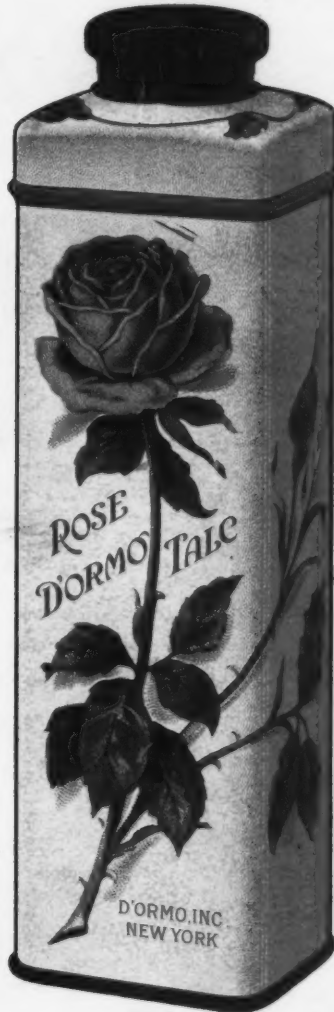
and Essential Oil Review

PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

MAY 1918

VOL. XIII
NO. 3



USED BY THE LARGEST CONSUMER
MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS

PURITAN BRAND SYNTHETICS

EMERY CANDLE CO'S STEARIC ACID

SELLING AGENTS

ROCKHILL & VIETOR FOR

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(SEE PAGE 9)

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The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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THE GLORIOUS RED CROSS.

"The Greatest Mother in the World" is the title of an effective poster appealing for contributions to this greatest of war charities. Everyone of us who has known the touch of a cool hand on a fevered brow, a word of cheer and encouragement in a despondent sick moment, or watched the delicate and noiseless attendance at an operating table, needs no urging to make him give and give and give.

If to these thoughts we conjure up for a moment the vision of these angels of mercy binding up the wounds of the injured almost at the first line trenches, risking their lives, yes—and losing them in the service of humanity under their international flag, then we must feel that urge that will brook no counter thought of "economy" or "previous contribution" or bond subscription or anything else!

Be honest with yourself and give all you really can.

OUR REPORT FROM WASHINGTON.

The war taxation situation is again receiving consideration at Washington. The successful heavy over-subscription of the Third Liberty Loan was gratifying to the Treasury officials, while the fact that the yield from the War Revenue Tax impost is much larger than was expected, also is very pleasing to the officials who have to disburse the sinews for carrying on the war in defense of civilization. Nevertheless it has become evident to them that there will have to be a revision upward of the War Revenue Tax if the costs of the conflict continue to mount higher in the present ratio. Experience has shown that it takes fully two months to get blanks ready, clear disputed questions and so forth after the enactment of a law of this nature. The Treasury officials, therefore, are urging that steps be taken by the Congress to get the new legislation started in the near future, but there seems to be a disposition on the part of the Congressmen not to act hastily. It is well for our legislative committees to keep this trend in mind, for no one can foresee how soon they may have to renew their efforts to maintain a fair and equitable basis for taxation which may affect our industries.

Many other subjects are receiving attention at the National capital, and of these our Washington correspondent treats as follows:

WASHINGTON, May 15.—Restrictions on the foreign trade

of America in the materials and products of the perfumery and related industries are increasing. In their latest form they touch the manufacture, as well as the exportation, of glycerine and many other commodities.

In that connection the War Trade Board has announced, after consultation with the United States Food Administration, the War Industries Board, and the missions of the respective European Allies, that for the purpose of preventing the useless consumption of materials and labor in making articles for export which for the present may not be exported, and for the purpose of saving tonnage by prohibiting the exportation of articles which have not been recommended by the government of the country of destination as being necessary for their essential requirements, the Board has adopted additional rules and regulations with respect to the issuance of licenses to export any commodity to the United Kingdom, France, Italy and Belgium, excluding their respective colonies, possessions and protectorates.

On and after June 15, it is announced, applicants before filing applications for license to export any commodity to the above-named countries must obtain thereon the written approval of the mission in the United States of the country to which the exportation is to be made. To obtain this approval applicants should forward their applications to the proper mission in this city. The instructions of the War Trade Board are in part as follows:

"Applicants will be required to agree with the War Trade Board not to purchase nor acquire for export nor to take any steps in the process of producing, manufacturing or fitting for export the articles specified in the application until an export license has been duly granted.

"Exporters of foodstuffs, fodders or feeds, and shippers of articles contained in Schedule A, will also be required to agree that after export licenses have been issued they will not make any purchase nor acquire for export, nor take any steps in the process of producing, manufacturing, or fitting for export the articles specified in the application unless they first obtain the written approval of the United States Food Administration or of the United States War Industries Board.

"Applicants should use Form X, together with any supplemental information sheets required by the Rules and Regulations of the War Trade Board, and in addition thereto Supplemental Information Sheet X-11.

"If, prior to May 15, 1918, any of the articles specified on such applications were purchased or acquired for export, or if any steps were taken in the process of producing, manufacturing, or fitting for export such articles, applicants must agree that, after export licenses have been issued, exportation thereunder will not be made until written approval of the United States War Industries Board has been received with respect to articles specified in Schedule A, or of the United States Food Administration with respect to foodstuffs, fodders or feeds. In such case the applicant should use Supplemental Information Sheet X-12 in place of Sheet X-11.

"Applicants should not apply to the United States War Industries Board or to the United States Food Administration for approvals until they are actually in receipt of export licenses.

"On July 1, 1918, all outstanding licenses granted on or before May 14, 1918, will be revoked. Any goods not then exported against such licenses may thereafter be shipped only if licenses are secured after being applied for as above set forth."

Schedule A includes glycerine, tinplate, saccharine, mercury, tin, and other things.

NEW RESTRICTED LIST OF IMPORTS.

Restricted Import List No. 2 was published by the War Trade Board late last month. Under it import licenses issued prior to May 13 were cancelled unless shipment of the product concerned by ocean had actually occurred before the date named. The provisions of this List No. 2 authorize the importation of the specified articles only when the goods originate in one of the countries designated in the particular provision covering such article, and do not permit the importation of goods originating in other countries, but coming through such designated countries. The provisions of the list include the following, touching upon articles used in the perfumery and related trades:

Licenses for the following articles may be granted only for shipments coming from Canada: 101, Lime; 102, Talc and Soapstone.

Licenses for the following articles will not be granted for shipments from European countries, but may be granted for shipments from European countries, but may be granted for shipments from all other countries: 107, Animal Oils.

Licenses for the following articles will be granted only for shipments coming overland or by lake from Canada, or coming overland from Mexico: 109, Borax; 111, Chloride of Lime; 115, Lead; 118, Paraffin; 119, Pumice.

Licenses for the following articles will be granted only for shipments coming: (a) overland or by lake from Canada; (b) overland from Mexico; (c) as return cargo from European countries, and then only when shipped from a convenient port and when loaded without undue delay: 122, Argols, or wine lees; 125, Cork unmanufactured, and manufactures thereof; 145, Vanilla Beans.

It is officially estimated that restricted import list No. 2 under all its provisions affecting many commodities, will effect a saving of 157,000 tons of shipping tonnage that can be diverted to uses deemed more necessary for the purposes of the war.

Still further restrictions of imports are intimated as coming. The Shipping Board is reported as formulating more stringent rules to save tonnage. In that connection conferences have been had between representatives of the government and representatives of meat tallow interests who are protesting against the inclusion of that product in the second restricted list.

EXPORT LICENSES EXTENDED TO PARCELS POST.

The system of export licenses has been extended to the parcels post to foreign countries. Postmasters have been instructed to require an individual export license for each mail shipment, except when a general license to cover the shipments is issued by the War Trade Board. One of these general licenses has been issued to remain effective until further notice and is known as Export License No. RAC-52, and covers shipments through the mail of any commodity not on the official export conservation list when destined to allied countries and neutral countries outside of Europe, also shipments of samples of no commercial value of commodities on the conservation list when destined to allied countries or territory occupied by their military forces, except shipments that would be in contravention of the enemy trading law. Mail export shipments must be plainly marked on the wrapper with the license number, a complete statement of the contents of the package, and the names and addresses of the consignor and consignee.

In connection with the above regulations postmasters have been informed that the Export Conservation List, to which reference is made, includes castor beans and oil, foil and composition, foil containing tin, glucose, glycerine, lacquers, lard, linseed oil and meal, butter and substitutes, patented medicines, oil cake, saccharine, salts, soda, tin, and many other articles.

The War Trade Board has announced that the list of commodities which will be considered for exportation to Sweden and Holland has been revised and extended since February 20, and that until further notice applications for licenses to export perfumery, but not essential oils, also wines, certain drugs, and other products, will be given consideration by the Board if the necessary import permit has been obtained from the country of destination and the proper supplemental information form has been filed with the application.

The War Trade Board announces that applications for licenses authorizing the exportation to Canada of vegetable oils, imported from the Orient, entering the United States at Pacific Coast ports and passing through, in bond, on through export bills of lading, will be favorably considered, provided the shipments have been purchased by Canadian concerns for consumption in Canada and they are routed to pass into Canada at Duluth, Minnesota, or at a border point west thereof.

The Department of Commerce has given out the following regarding the British restrictions on the tin trades as sent by cable from Consul General Skinner, at London:

"Ministry of munitions, from April 25, prohibits par-

chase or sale, except for purpose of carrying out contracts, of all tin situated outside United Kingdom. Further, no person may purchase or take delivery of tin situated within United Kingdom or sell or deliver such tin without license; all persons to make monthly returns of tin held by them in stock or otherwise under their control on last day of preceding month."

CUTTING DOWN ON THE USE OF SUGAR.

Manufacturers using sugar except to make essential food products will be put on strict rations, the United States Food Administration has announced, in order to assure sufficient supplies for home canners and the commercial manufacturers of preserves, jams and other food-stuffs regarded as essential. The restrictions go into effect today and limit the consumption by manufacturers of less essentials, particularly confectionery and soft drinks. This entire group will be forced to get along with only 80 per cent. of their last year's requirements, and under the new plan distribution will be well policed and under a certificate system that virtually assures the elimination of fictitious demands, it is stated.

These restrictions affect the flavoring extract trade, among others. Manufacturers of non-edible products will be forced to go entirely without sugar. Included in the 80 per cent. class are flavoring extracts, fruit syrups, beverage syrups, wines, etc., and those who entered the business or increased their capacity after April 1, 1918, will be cut off entirely. Manufacturers of glycerine and druggists and certain other manufacturers will be permitted to buy sufficient sugar to meet their full requirements.

"Manufacturers of less essentials," says an official statement, "who entered the business or increased their capacity before November 1, 1917, shall receive the 80 per cent. allowance, but those who started or expanded after that date but before April 1, 1918, in the face of an actual sugar shortage and with full knowledge of the Food Administration's announced program of sugar conservation, will be cut down to 50 per cent. of requirements.

"These definite classifications protect the patriotic manufacturer who has been observing the requests of the Food Administration against competitors who have taken advantage of the sugar shortage to increase their profits.

"Control of distribution will be in the hands of the Federal Food Administrators of each state. They will issue certificates to all manufacturers requiring sugar, upon delivery of sworn statements showing the amounts to which each is entitled. None of the distributing agencies will be allowed to sell sugar to any class of manufacturers except upon delivery of certificates. The certificates cover the period from May 15 to July 1, when new conservation measures may be deemed advisable.

"All sellers of sugar—whether refiners, jobbers, retail or wholesale grocers—must cancel the certificates and return them, within one month after the sale, to the Federal Food Administrator by whom they were issued. From the returned certificates he will be able to check the record of those who are entitled to sugar and to detect any trading in or counterfeiting of certificates.

"Manufacturers are being required to report the amount of sugar they held on January 1, 1917, and receipts from that date until July 1. Subtracting the amount on hand July 1 will give the total consumption for the first six months of 1917. They must also report stock on hand January 1, 1918, and receipts since that date. From those figures the Administrators will be able to determine the additional amount of sugar to which the manufacturers are entitled."

The Food Administration has authorized the statement that because they used excessive quantities of sugar in the manufacture of soft drink flavors, etc., the supply of licensed food commodities has been ordered shut off from the Hagen-Dood Co., of Atlanta, and from the Red Rock Co., a subsidiary concern.

Meetings through the south are going on under the auspices of the Food Administration, "with a view to closer co-operation, conservation, and a better understanding in the cottonseed and oil industry."

The Quartermaster's Department of the Army announces that it has made contracts or purchases as follows, among others: F. B. Chamberlain Co., St. Louis, Mo., lemon

extract; Pacific Coast Borax Co., New York City, borax; C. F. Sauer Co., Richmond, Va., extract vanilla; Strohmeyer & Arpe Co., New York City, olive oil.

DECISIONS BY FEDERAL TRADE COMMISSION.

The Federal Trade Commission has issued an order against the Warren Soap Manufacturing Co., of Boston, to refrain from the following practices, which have been adjudged to be species of unfair competition:

"(a) Giving gratuities, such as liquor, cigars, meals, theatre tickets, valuable presents, and giving entertainment to employees of customers and prospective customers as an inducement to them to influence their employers to deal with the respondent companies.

"(b) Giving money to such employees for the same purpose."

Fixing and maintaining the prices at which its products shall be resold, and refusing to sell to dealers who will not agree to maintain this resale price, or who fail to maintain the fixed resale price, is charged in a complaint issued by the Federal Trade Commission concerning the Crescent Manufacturing Company, of Seattle, Washington, manufacturers and shippers of baking powder, spices, teas, coffees, and flavoring extracts. The company is given thirty days from the time of the service of the complaint in which to make answer, and hearings before the Commission have been set for June 5.

The Commission also has rendered a general decision against fixing of resale prices.

The Federal Trade Commission has served on the American Can Company a complaint charging violations of Sections 2 and 3 of the Clayton Act and of Section 5 of the Federal Trade Commission Act. In reference to alleged violations of the Clayton Act, the complaint charges that the American Can Company for more than three years last past has discriminated in price and is now discriminating in price between different purchasers of the cans it manufactures, handles, and sells, and that the respondent company has leased, sold and made contracts for the sale of its goods, wares, machinery, merchandise, supplies and other commodities, and has fixed the price therefor or discount from or rebate upon this price on the condition, agreement, or understanding that the purchasers shall not use or deal in the product of competitors. The effect of this, the complaint alleges, may be to substantially lessen competition and tend to create a monopoly in that line of commerce which relates to tin cans, canning machinery, and incidental accessories of that business.

LATER RULINGS AND REGULATIONS.

WASHINGTON, May 18.—Whereas one alleged government authority some time ago reported that certain cosmetics had dangerous poisonous substances in them, the War Trade Board has now announced the addition of cosmetics, face creams containing salts of mercury, also cocoa beans, tin, nickel silver, German silver and alpaca metal, to the export conservation list, the shipment of articles on which in the export trade is discouraged.

The War Trade Board has authorized the following:

"The general license heretofore issued covering the importation of all commodities under \$100 value is hereby revoked as to all articles on restricted lists or any supplements thereto as to shipments made after May 10, 1918. The general license covering the importation of all commodities under \$100 value is still effective as to the importation of commodities not on restricted lists or any supplements thereto.

"The War Trade Board announces that the authority of branch offices and collectors of customs to license shipments of commodities not on the export conservation list of a value less than \$100 for export to Great Britain, France, Italy, and Belgium will be withdrawn on July 1, 1918. Individual licenses will be required for such small shipments to the above-named countries which have not left the country on or before June 30, 1918, and should be applied for in accordance with the procedure which was given publicity through the press on May 13, 1918 (W. T. B. R., 104.)

"This procedure does not apply to the colonies, possessions, and protectorates of these countries."

It is announced by the War Department that among the articles that may be shipped to American prisoners of war in Germany are toilet articles, soap, tooth paste, shaving materials, etc. Not more than one package per month may be sent to each prisoner under the regulations and international practice.

The Department of Commerce states that its Research Division of the Bureau of Foreign and Domestic Commerce has recently compiled statistics on imports of soap and material for soap making, and other articles into China.

The reorganized War Industries Board, which is to become independent of the Council of National Defense in the utilization of the large powers conferred by the president upon the board, over industries, has connected with its Chemicals and Explosives Section, E. J. Haley, expert on greases, tallow, vegetable oils, and waxes.

One of the Navy's representatives in this section is Donald Riley, expert on alcohol, etc. The army is represented in the section by Capt. Gelschen, an alcohol expert, and also by Mr. Lockhart, expert in wood distillation products.

E. F. Bulmann has charge of the conversion of industries to war purposes, under the War Industries Board.

The Board has a tin section headed by George N. Armsby and including representatives of the army, navy, marine corps and shipping board.

President Wilson is represented as being insistent upon the enactment of more revenue legislation before this session of congress adjourns and usually his views are adopted by Congress, although up-to-date its leaders have taken the position that such legislation is not necessary before next winter, as the money that would come from new or additional taxes could scarcely be realized before next spring.

A conference has been arranged on the subject between House and Senate leaders and Secretary of the Treasury McAdoo. The latter favors revenue legislation at this session, but for political reasons members of congress hope that it will be postponed until after the November election.

Whether the question is threshed out this summer or next winter it looks as though the perfumery and related industries will be lucky if they escape higher taxation. More consumption taxes are planned by congressional leaders, also increases in the income and excess profits taxes, while republicans are reported to be planning an amendment for a 10 per cent ad valorem additional duty on all imports.

"MADE IN AMERICA" TRADE MARK.

Intention of restricting the proposed "Made in America" trade mark to such manufacturers and in connection with such commodities as will meet high standards of trade practice, as well as of quality, was announced at the hearing on May 9 before the House Committee on Interstate and Foreign Commerce on the Sims national trade mark bill. This was revealed in the statements of officials from the United States Department of Commerce, where the bill was drafted which has been introduced in both the House and Senate. They provide for adoption, registration and protection of a national trade mark.

Through such a mark it is hoped that the good will of foreigners, as well as of Americans, toward American goods may be furthered. Americans are known abroad largely through their products, the commerce officials testified. They said that a national trade mark is a national commercial need. It is particularly declared that "Made in Germany" should be replaced by "Made in America" in all the markets of the world.

It was cited in behalf of this measure that many small manufacturers are unable to enter the export market be-

cause they cannot afford to go to the expense of protecting their trade mark in the foreign markets. To these manufacturers permission to use a national trade mark at a nominal fee, it is declared, would be a great boon, if the mark were protected by the Government throughout the world. It would also be a boon to many of the larger manufacturers whose trade marks, through their own negligence or by reason of *force majeure*, have been pirated in one or more foreign countries. In such countries these large manufacturers need only place the national emblem upon their products. The foreign consumer, therefore, will soon recognize that even goods bearing an American private brand are not necessarily American unless such brand is accompanied by the national trade mark.

PROPRIETARY ASSOCIATION OF AMERICA.

At the annual 36th meeting of the Proprietary Association of America, held at the Hotel Astor in this city on May 7 and 8, it was announced that the association has just ended its "most trying year." Pursuant to the policy adopted by many national bodies, of not changing executives in war time, the officers of the association were re-elected, as follows:

President, Frank A. Blair, Chicago, Ill.; first vice-president, W. H. Gove, Lynn, Mass.; second vice-president, Allen F. Moore, Monticello, Ill.; secretary-treasurer, Charles P. Tyrrell, Syracuse, N. Y.

Executive Committee—Three years: V. Mott Pierce, Buffalo, N. Y.; J. A. Gray, New York City. Two years: Carl J. Balliet, Buffalo, N. Y.; Stanley P. Jadwin, New York City. One year: A. H. Beardsley, Elkhart, Ind.; J. F. Hindes, Baltimore, Md.; Z. C. Patten, Jr., Chattanooga, Tenn.

BABSON ON WAR AND BUSINESS.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of war and business conditions, based upon thorough investigation and careful observation of the field:

Germany Cannot Win.—The Teutons have made territorial gains on the western front at a frightful loss in man power. The ground gained, however, is not at all conclusive. To lose the coast ports of Dunkirk and Calais, of course, would be a serious matter. Even this, however, would only lengthen the war. *It would not decide the war!* The situation is the same as when we discussed it April 2. Submarine activity since then has not appreciably increased, but the number of ships built continues to grow steadily. Whatever developments may take place on the European continent, the Allies will still have control of the seas. Germany can never hope to sail a ship until her military leaders acknowledge defeat. *Merchants are safe in assuming that the Allies will never quit until the principles for which they are fighting are achieved.* On this basis, any gains which are made by the Germans simply postpone the end of the war. The threatened invasion of Holland would be a two-edged sword and should not alter the general situation as above described.

A Weak Spot in Austria.—There is another possibility, however, which might suddenly change the situation. Austria's internal troubles are a vital factor. Its slavish states, loosely held together by fear of the Hapsburgs, offer the tinder in which a great conflagration may be started. *If the Allies should proclaim the independence of Bohemia, Jugoslavia and other discontented sections, and back them*

up with money and soldiers, an uprising might be started which would put Austria out of the war. Such an event would entirely upset Germany's program. Here is a possible development which might culminate very suddenly. It would at once turn the tide and start every one to thinking of peace again. Therefore, watch Austria!

War Restrictions Reduce Trade.—There has been a considerable slackening in general business. This is partly due to seasonal influences, but more, perhaps, to the numerous handicaps placed on business by the war. Even so, the general volume of trade is fairly good and the live merchant or manufacturer can find many opportunities for sales. Government restrictions must last as long as the war. The way to succeed is to foresee and make the best of them. *At the present time a movement is being contemplated in Washington to eliminate "cross hauling" as a means of conserving transportation.* For instance, manufacturers of shoes in New England who are shipping their products west, and manufacturers of the same class of goods in St. Louis who are shipping their products east, may be asked to swap customers. Other lines would be similarly affected. While it is not certain that this step will be taken, we advise manufacturers to spend their best efforts in selling their standard goods as near home as possible, and to push their specialties or other exclusive merchandise in the more distant markets.

Tightening the Screws on Foreign Commerce.—Import restrictions are contributing greatly to the growing shortage in nearly all lines of goods. Already the main problem of the manufacturer and merchant is in getting raw materials and finished goods to make and sell. During the coming months these restrictions will be multiplied. In curtailing imports, the Administration has two main purposes: (1) to concentrate all shipping possible for transporting men and supplies to France, and (2) to keep the supplies of various commodities in the European countries where they are needed. For example, the prohibition to import olive oil is necessitated by the shortage of fats in the Allied countries. Restrictions of other foreign raw materials will be made along the same line. Ever since the United States entered the war we have warned business men to anticipate this situation, and we again urge them to prepare for even further restrictions which are going to be made.

Long War Means Still Higher Commodity Prices.—Prolonged war can only mean generally increased commodity prices. There may be a few exceptions in articles largely exported, but every other factor tends toward rising prices. Production is being concentrated on war supplies. Conservation of fuel, transportation and labor is shortening the output of materials which do not directly help in winning the war. *The recent ruling which halves the production of brick and clay products is apparently only a forerunner of steps which will be taken in other lines.* We have already warned merchants and manufacturers to secure their winter's coal as soon as possible in anticipation of another severe shortage next winter. In the matter of foodstuffs, Government restrictions in regard to contracting for future delivery must, of course, be complied with. The Food Administration, however, does not object to storage if it is done according to regulations and not for speculative purposes.

Producers and Distributors Favored in Bank Loans.—Suggestions made by the Federal Reserve Board to member banks indicate the general attitude which is gradually developing. No definite rules are laid down, but bankers

OUR ADVERTISERS—XLI.

THE RUB-NO-MORE CO.

Stearic Acid, Red Oil and Glycerine

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,
New York, N. Y.

Gentlemen:—Replying to your kind favor, we can assure you that our advertisement in your interesting trade journal has benefited us to a very great extent, both directly and indirectly, and that we will readily renew our advertising space for the coming year.

Wish to compliment you on the success of your SOAP INDUSTRY SECTION, and eagerly look forward to the coming of your future editions.

THE RUB-NO-MORE CO.,

Per J. A. BERGHOFF.

Fort Wayne, Ind.

are urged to restrict their loans to those purposes which will directly help win the war. As defined by the board, loans should be considered in two classes: (1) *loans to facilitate production or distribution*, (2) *loans for non-productive or non-distributive purposes*. The first class includes advances to farmers, manufacturers and merchants, which are necessary to their business. The board urges that they be given first consideration. The second class includes loans for purchasing or carrying property, whether real estate or personal securities; also loans for additions or improvements not to be used in production or distribution, and loans to States or municipalities for improvements. It is urged that advances for such purposes be discouraged. Bankers, of course, cannot be expected to adhere strictly to this plan, but this is the tendency. In seeking bank loans, clients will do well to emphasize the necessity of their projects as related to war.

REVENUE RULING REVERSED.

On page 37 of our April issue we published the text of a ruling by Deputy Commissioner Keith, of the Bureau of Internal Revenue, advising that American firms are not liable for war tax on sales made abroad. That ruling has been withdrawn.

The situation is now much simplified, for all that an American manufacturer needs to know is that all goods made and sold by him are taxable, whether made and sold abroad, exported or sold to the government.

Only in the case of private brand goods is the actual manufacturer possibly relieved of the tax, and in that case only if the distributor pays the tax.

These are the latest rulings of the Treasury Department, but if there are any doubtful points our readers are at full liberty to ask us for further information.

WHAT WILL IT DO?

Too many trade paper advertisements are composed of descriptions of what the product is—not what it will do.

They are written from the standpoint of the manufacturer, instead of that of the user.

They suggest the interest of the man who made the product, rather than the man who is going to put it to work.

And in most cases it is the work that it will perform, the things it will do, that he is most interested in, and that he is going to spend his money for. Refusing to tell him these things is putting a brake on his interest.—Class.

IMPORTANT DECISION BY THE FEDERAL TRADE COMMISSION

Secretary Walter Mueller, of the Manufacturing Perfumers' Association, has issued the following statement prepared by the association's Washington representative concerning the order promulgated on May 4 by the Federal Trade Commission against Chester Kent & Co., Inc., of Boston, manufacturers of proprietary medicines, prohibiting them from attempting to regulate the trade prices of their products:

"The Federal Trade Commission, on May 4, made public a summary of an order just issued in the case of Chester Kent & Co., Inc., of Boston, manufacturers of proprietary medicines, in the course of which the Commission said:

"For a considerable time there has been a controversy throughout the country over the question of the right of manufacturers, wholesalers, etc., fixing resale prices at which their articles could be sold, and the right to maintain such resale prices has been contended for by them, and the question whether such right exists has been brought before the Federal Trade Commission numerous times.

"Many hearings have been had, many complaints have been made, and much consideration has been given to the subject by that Commission. Many business concerns have been refusing to sell to customers who would not agree to maintain the resale price fixed by the seller.

"The Federal Trade Commission has just disposed of the first of these cases in which complaints have been issued charging violations of law through fixing the resale price of articles, and an order to cease and desist from this practice has just been issued by it in the case of Chester Kent & Co., Inc., of Boston, manufacturers of proprietary medicines.

"Attorneys for the company admitted that in the past the practices complained of had been in use. The order, the first in cases of this character, forbids the company to—

- Indicate to dealers the prices for which its proprietary or patent medicines shall be resold;
- Securing agreements from dealers to adhere to such prices;
- Refusing to sell to dealers who fail to adhere to such prices;
- Refusing to sell to dealers who fail to adhere to such prices upon the same terms as dealers who do so adhere;
- Furnishing any advantage to dealers who adhere to the resale prices, while refusing similar treatment to dealers who do not adhere to the prices.

"This order of the Commission follows the decision of the Supreme Court of the United States in the American Graphophone Co. case lately decided by it.

"Some of the most distinguished lawyers in the United

States have appeared before the Commission to argue this question, as well as many of the leading business concerns of the country, some of whom have insisted that the maintenance of resale prices was proper, and others who have contended that it was not. Almost all of the large department stores of the country have been heard in opposition to it.

"After full consideration the Federal Trade Commission has decided to issue complaints against all business concerns who refuse to sell unless the purchaser will agree to maintain a resale price fixed by the seller. The case just decided is the first formal finding by the Commission to that effect. When once an article has passed from the maker to a purchaser, he owns it, and the owner of such article may sell it at any price that he chooses provided he does not himself sell it at such price as to be below cost, and thus thereby enter into unfair competition with other retailers selling the same article."

"Upon receiving a copy of the summary of the order above quoted, I brought to the attention of the Commission the peculiar language employed in clause (a) of the prohibition, which forbids the manufacturer—*To indicate to dealers the prices for which its proprietary or patent medicines shall be resold*—pointing out that, whatever the Commission might intend, the plain language of the prohibition would operate to forbid a manufacturer from printing the usual price mark on his labels or containers. As the principle of the order is of universal application manufacturers in all lines would come under the prohibition and the entire trade of the country would be demoralized. After the Commissioners had consulted together I was advised that the order was not intended to prohibit the placing of price marks on retail packages but was designed solely to prevent manufacturers from attempting to exercise control over the resale prices of their products after parting with them to dealers. Inasmuch as the summary of the Commission's order has been widely printed in the daily press, it is important that our members should understand the scope of the ruling, which is no broader than that laid down by the Supreme Court in the recently decided Graphophone case.

"In this connection it will be a matter of interest and gratification to the members of the Association to learn that, under the impetus given the subject by the decision of the Supreme Court in the Graphophone case and the rulings of the Federal Trade Commission in the Kent case and others now pending, there has recently been a strong revival of interest in the subject of Federal legislation authorizing manufacturers, with certain wholesome restrictions, to fix the resale prices of their goods. It is possible that the Federal Trade Commission may suggest a form which this legislation should take and there is a reasonable prospect that it will be enacted by the present Congress."

STATISTICS OF THE ESSENTIAL OIL INDUSTRY CENSUS

Sam L. Rogers, director of the United States Bureau of the Census, Washington, has issued statistics of the essential oil industry based upon the returns of the 1914 canvass of manufacturing industries. The report includes, the statistics for establishments engaged in the manufacture of the natural essential oils, both crude and refined (except turpentine), and of witch hazel extract. The accompanying table gives this information for 1914, 1909 and 1904.

Number of establishments.....	105	68	52
Persons engaged	435	408	237
Capital	\$1,616,682	\$1,365,438	\$723,004
Salaries and wages	238,607	184,495	109,713
Cost of materials	1,564,835	1,255,478	1,110,470
Value of products	2,313,606	1,737,234	1,464,662
Value added by manufacture (value of products less cost of materials)	748,771	481,756	354,192

Statistics for the industry were first obtained at the census of 1859. At that census 45 establishments, giving

employment to 74 wage earners, were reported, and the value of their products amounted to \$124,317.

The statistics for 1914 show increases over those for 1909 in every item except the average number of wage earners employed. This item shows a considerable decrease, which, no doubt, is due to the fact that some establishments—notably one in Pennsylvania—which in 1909 employed a large number of wage earners, in 1914 were engaged in rectifying crude oil distilled by the farmers.

The census figures for expenses do not purport to show the total cost of manufacture, since they take no account of interest or depreciation or of a large amount of miscellaneous expense; consequently they can not be used for determining profits. Of the total expenses reported in 1914, aggregating \$1,819,048, materials constitute 86 per cent; wages, 7.3 per cent; salaries, 5.8 per cent; and contract work and rent and taxes, nine-tenths of 1 per cent.

The principal increases in the industry are shown in the production of oil of peppermint and oil of spearmint. The

(Continued on page 97.)

STUDIES ON THE PSYCHOLOGY OF SMELLING*

(Copyright 1918, Perfumer Pub. Co.)

(Continued from page 51, April, 1918.)

To gain a schematic survey over all smells, Henning represented them stereometrically taking as basis a regular triangular prism. This form presented itself from the experimental series, in which the experimenters had to place on a table all the test bottles in such a way so as to express by the loci of the bottles the mutual olfactory relations. On the corners of the prism are the smells, designated as fragrant (flowery), putrid, fruity, spicy, empyreumatic, resinous. The transitions of smells lying between those basic odors are to be found on the sides of the prism. All smells of the prism surface and the edges are simple. The smells found on the edges show similarity only to the smells of both corners of its edge and the similarity is greater to that corner to which they are nearer. In simple smells of the surface similarity exists to all the smells of the edges limiting the surface plane, in accordance with their nearness of approach to the edge of the corner. The corners express the points of reversal in the direction of similarity. On the cutting points of the diagonals are to be found smells showing similarity to the four terminal points of the plane; e. g., in the center between resinous, fragrant, spicy, fruity stands thujon, in its neighborhood juniper. In the center between putrid, spicy, empyreumatic, fragrant, are celery, parsley and the oniony smells. At the point where the direction putrid-resinous transects the direction fruity-empyreumatic was placed the odor of rotting shaddock (pompelmoos), from that point more towards the fragrant (flowery) stands the artificial musk-preparation.

The second essay by Henning¹ on odors (smells) deals in detail with mixed-smells, after an introductory remark on existing theories. To correctly interpret the investigations on mixed-smells it is necessary to have at first a clear conception of the expression "mixed-smell." Henning speaks of a "mixed-smell," if the smell-experience is caused simultaneously by several substances emitting a scent, whether or not the psychic impression is single or is a plurality. The first case can be spoken of as a coalescence. From this would have still to be separated the coinciding-smell, where two experience-particles are perceived, as a single experience, yet kept apart as dicho-rhin,* odoriferous substances can cause either a single or a plurality perception. Thus eau-de-cologne releases an odor giving at first a uniformly simple and single impression of smell, though with great attentiveness its various single components can be analyzed.

Only experience and long practice make possible the analysis of an odor by smelling. The tests on "mixed-smells" which made a smell mono-rhin, dicho-rhin or di-rhin, with knowledge and vision gave the following possibilities:

1. Combination-smell: Experienced as a simple and single unity.
2. Succession-smell: A mixed smell which at first gives

*A mixture of levo camphor and dextro lemon oil.

¹From a report of Schimmel & Co., Miltitz.

²Zeitschrift für Psychologie, 74 (1916), 305.

a single and uniform impression, but some moments later its several components are successively perceived.

3. Coinciding-smell: Several parts of a mixed-smell can be perceived simultaneously and side by side.

4. Dual-smell: Can only be experienced dicho-rhin.

5. Competition-smell: In which one or the other component is alternately stronger without attaining a coalescence or a unity.

6. Suppression: In a mixed-smell often the more intensive component alone is considered, the others remain unobserved. A complete elimination of smells "compensation" as Zwaardemaker reports, could not be observed.

It would be going too far to discuss all the tests, but it can be pointed out that certain experiences in combination-smells, and also in the coinciding-smells, lead to the conception of a general co-existence, side-by-side, and succession of odors without those characteristics of space known up to now in the psychology of space.

This is followed by a chapter dealing lengthily and in detail with the coalescence of odors, appended to which is a series of examples on the coalescence of nonodoriferous components in complex odorous experiences with the quality of odor. Those are tests, where sensations of taste coalesce with perception of smell.

The experiments were made with fifty different taste-solutions and in each case the influence of smell experience prevailed.

Tastes and smells which were never experienced in life as coalescent, e. g., salty and rose odor, do not coalesce—or more difficulty, and less closely than current mixtures, as sour taste by means of sulphuric acid with smell of wine.

An important place in the sense of smell is held by the accentuation or tone or sensibility (or mood). Many of the phenomena to be ascribed to the accentuation of sensibility have up to now been considered as derived from a quality of the smell. More than all other sensorial impressions smells call forth directly the strongest accentuation of sensibility. This sensorial accentuation may already begin with first irritation impulse or only when the sensation has already attained a certain strength; sometimes with often recurring repetition this sensorial accent becomes blunted. If there are present two odors of different intensity and of uneven sensorial accent the stronger can check or obliterate the weaker one. The impression possessing a stronger sensorial accent gains from the purely sensorial point of view. Thus perfume is used to overcome bad air, and chlorinated lime to obliterate the smells of putrefaction. But should the perfume be equally as unpleasant and repulsive as bad air, the check does not occur and both smells are observable with equal intensity. The discomfort caused by evil smells is immediately removed by the offering of an agreeable odor, hence the soothing action of sweet scents. The checked and suppressed irritation is not psychologically annihilated by it nor chemically eliminated, nor has it disappeared by compensation (in the sense of Zwaardemaker) but it has failed to reach the consciousness.

Changes in the sensorial accent have hitherto been conceived as modifications in the quality of the smell. But the case was only a wrong estimate of the objective impulse. A variation in the sensorial accent can take place with in-

crease of the impulse. As a too loud sound or a too blinding light causes discomfort, similarly agreeable sweet scents with increasing impulse produce an opposite accent. One and the same smell does not cause in all men the same sensorial accent, nor does, for an individual throughout his whole life, the accentuation of sensibility remain the same. The sensorial accent of pleasure or discomfort caused by an odor, depends on the racial-characteristics, the suggestive influence of fashion, habits, individual predisposition and many other circumstances.

A diagram of the sensorial accents would present an olfaction-prisma, divided by a plane into an agreeable and disagreeable part. On the agreeable side would be found the four classes of olfaction: aromatic, flowery, fruity and resinous; on the disagreeable side there would be the two others, the empyreumatic and the putrid. The indifferent odors would lie in and around the cutting-plane.

An accentuation of sensibility can also take place by arbitrarily provoked smell-remembrances and smell-conceptions, without an olfactory-experience having objectively been caused. Many consider the human olfaction to be so stunted, so that they deny an olfactory-memory. This opinion, however, cannot be sustained, many are the examples known, and Henning made experiments which prove that many people do not lack the faculty of possessing smell-remembrance and smell-memory. Further odors have the great associative power to reproduce experiences which had been associated with them before. Thereby is often vividly recalled the sensorial accent or mood of the original experience.

Co-impression of other senses in the realm of olfaction have sometimes been observed. Painting the back-wall of the tongue with quinine produced the experience of bitter-almond odor. Smell of brilliantine provoked a prickly sensation on the upper-lip. Some person experiences always an evil smell on hearing false musical notes. More often odors affect the sensibility of taste, and sometimes also that of touch and temperature.

Further were observed cases where light and color conceptions accompanied olfactory-sensations, as menthol gave the sensation of a white plane, garlic oil a green color, geranium oil, red, and musc a pale lilac color. As dreams know accentuations of sensibility and of taste, so under some circumstance olfaction dreams can take place, if odoriferous substances are exhibited under the nose of the sleeper. Fasting (hungry) people have in sleep often hallucinations of food smells.

In considering the intensity of smells it has to be remarked, that the intensity is always an intensity of perception, which increases with an increased impulse (irritation). Based on the results of his investigations Henning cannot confirm that there exists, for each solution of an odoriferous substance, an optimum of concentration from which the olfactory power decreases both towards the top and towards the bottom.

To all the assertions, that greater intensities correspond to lesser quantities of scents can be opposed that possibly objectively greater quantities of scents may have been present, but that only a lesser quantity of molecules of fragrant reached the olfactory mucous membrane.

The intensity of sensation further depends on the attentiveness of the individual, the degree of freshness in body and mind, the expectation, adjustment and the simultaneous presence of other sensations, so that in properly considering all the factors an increase in the intensity of sensation to the most extreme degree has to be accepted, if the objective, adequate impulse (irritation) is correspondingly augmented.

In a third essay² the author deals with the conditions of recognition, with tiredness, the after-effects of smell and poisoning by smell.

In judging these problems the general psychological fact must be admitted that the unconsciously present traces of remembrance, as long as they do not receive an impulse for reproduction, have to be considered as residues of a

former consciousness and at the same time as dispositions towards possible future consciousness.

Concerning the olfactory perceptions and especially the quality of their acquaintance and their recognition, these residues enter into consideration as much as in other realms of the senses. Three cases are possible in olfactory perception, acquaintance, unknown and strangeness.

The quality of acquaintance is there, in the majority of cases, immediately after the test, when the experimenter has gotten a first wholly diffused sensorial impression; often it is only experienced as a similarity. The name often reproduces the detailed circumstances of the former experience.

With the quality of acquaintance it sometimes happens that a smell appears at first as known, but in the course of the exposition, this acquaintanceship is lost more and more until it finally becomes unknown. As a rule unknown changes to known and the right reproductions take place, or, what is rarer, the unknowability remains and the naming becomes impossible.

The imperceptibility is often overcome by the reproduction of a visual image.

The quality of strangeness makes itself felt even before the olfactory quality has been correctly perceived. In contrast to certain experiences in other realms of the senses no repugnance is produced by the strangeness of a smell alone, rather is the accentuation of sensibility (or mood) conditioned by the quality of the smell. In general a strange agreeable smell is more agreeably accentuated than a well-known sweet scent. The exposition of such odor distinguished by quality of strangeness and a specially strong accentuation of sensibility (or mood) as can be observed, is often accompanied by fancy-images (dreams), mostly with relation to the opposite sex. With strange evil smells the experiences often pass into the unaesthetic.

The author reports in detail on several cases of recognition, which he could observe in his experiments, he then turns to the problem of tiredness.

It is shown that after a certain time the toxic paralysis of the olfactory mucous membrane causes many odors to be no longer perceptible, e.g., chloroform, sulphuretted hydrogen, etc., etc. If blunting of the attention toward a certain odor takes place, a similar odor is also often no longer observed. The receiving apparatus can be tired by an essence emitting a scent offered for a longer period of time, but will retain its sensibility for other scent-essences. However, if the receiving apparatus is tired by a considerable number of expositions, very weak odors are no longer perceived, though odors of great intensity are still perceptible. A tiring of the receiving apparatus so that odors of medium or greater intensity of sensation could no longer be smelled at all, does not take place; however, with a persistent exposition for a length of time disagreeable poisoning phenomena appeared, necessitating the cessation of the experiments. It could not be observed that smokers possess a less keen olfaction.

A special chapter is then devoted to the after-effects of smell and poisoning by smell. Generally the after-effects of smell can be observed as well immediately after removing the source of the odor as sometimes even hours afterwards. The action is individually different and depends on a strong sensory-memory and on the quantity of the molecules of the scent-emitting substance remaining on the olfactory mucous membrane. Thus artificial musc, not recognized during exposition, was recognized and its after-effect observed five and a half hours after the experiment.

That smells easily cause headaches, stupefaction, sleepiness and fainting, is known and even slight disorder or sickly feeling lasting for weeks have been observed.

With an exposition of 150 mediumly strong odors,—from which strongly toxic substances like chloroform and ether, were excluded,—lasting for two hours, appreciable effects of poisoning were noticed, becoming observable as buzzing in the ears, piercing pains in the temporal regions; followed by more violent symptoms, heat in the head, strong palpitations of the heart, nausea, hallucinations in vision and olfaction, faintness, loss of sleep, fever. The general bodily weakness ceased after six days, the aversion against smells only after sixty-two days. Similar effects were also observed on other people, though the poisoning was not carried so far.

² *Zeitschrift für Psychologie*, 75 (1916), 177.

RAW MATERIAL SITUATION AS AFFECTED BY THE WAR*

By Mr. C. BEILSTEIN, of Dodge & Olcott Co., New York

I accepted with a great deal of reluctance the invitation of your committee to talk to you on the raw material situation, chiefly for the reason that there is little to say which is not commonplace and presumably familiar to all of you. It has been suggested, nevertheless, that it might be of interest to make a sketchy survey of the lay of the land as it appears to a man who is really up a tree himself. And I will try to do it if you will bear with me.

The initial dislocation of the industries in which we are interested dates back to the beginning of the war, and it may be said to have been purely speculative and psychological. Hostilities, you will recall, began on a Saturday, and on Monday morning there started a buying panic, the like of which had never been known before, and in the course of which some weird performances were witnessed. There had previously been a period of stagnation, and the market was heavily supplied with goods which had gone begging at low prices. So there was of course no sense in the scramble to get possession of all of the merchandise there was; and this panic, like all panics, was the product not of reason, but of unreason.

After almost a month of frenzied buying came the inevitable reaction. When men in large numbers buy more than they really want, or need, or can comfortably carry of anything, there is sure to be a redistribution, whether the thing be essential oils or Liberty Bonds; and so this line of ours, like many others, settled down to a course of temporary readjustment in which things gradually found their proper levels for the time being, some of them, however, merely getting set for fresh flights very much higher than even those achieved during the panic.

The factors that have determined and are determining the position of individual products or groups of products are, of course, widely divergent. Nature herself and her processes have remained neutral. The production of natural raw materials has continued undiminished in many lines, while in others, directly affected by the war's blight, it has persisted at a remarkable rate considering the difficulties and drawbacks of existing conditions. The citrus trees of Sicily and lower Italy have gone on doing business as if nothing unusual were happening; and as the production of the hand-made lemon oil depends only to a small extent upon robust man-power, we have had the anomalous situation of an industry, producing in the midst of political and industrial demoralization, far in excess of the world's curtailed requirements of its chief product, and forcing the price of that product down to practically the lowest levels ever reached. Oil of orange side by side with lemon oil has maintained a better market position because of the heavy demand from the belligerent countries for the fruit itself; and the production of bergamot oil has accommodated itself to existing conditions, so that the range of prices can hardly be said to have been abnormal.

Somewhat similarly the production in the north of Africa and the islands of the Indian Ocean of such oils as geranium, ylang ylang and vetivert, as well as of vanilla beans, proceeded during the first years of the war on a scale that was far more than ample for the world's greatly reduced consumption; and only recently have we had any material rise in geraniums to the accompaniment

of stories that the Algerian growers are rooting up their plants and setting granes instead.

The growth of the aromatic grasses of the East Indies has apparently gone on unchecked, and the output of some of the oils which are important in the manufacture of perfumery synthetics, such as lemongrass, citronella and palma rosa, was sufficient to keep prices at remarkably low levels until the steadily increasing pinch of transportation facilities began to show decided effects last year.

The Chinese oils were in abundant supply, especially during the early years of the war, and prices became greatly depressed in the absence of the usual European demand. More recently these materials have begun to advance, largely on account of transportation troubles, but they are relatively cheap even now; and if we want an explanation of the higher price of animal musk we must look for it, not directly in the war itself, which should have had, and at first did have, a depressing effect on this material, but in the turmoil, amounting practically to civil war, which is demoralizing the interior of China.

Civet and ambergris have not been seriously affected, and do not seem likely to be, except in that the general high cost of doing business is bound to have a universal effect; but these materials are reasonably certain to be included in the class of products which will inevitably sharply advance after the war.

The situation in France is, of course, remarkable. With her man-power available for industrial purposes reduced to a minimum, deprived of fuel, with transportation facilities almost wiped out, the French producer has kept plugging away and somehow has really been accomplishing wonders. Here again it has, of course, been largely a question of nature keeping right on and continuing to furnish raw materials at the very threshold of the theatre of war. But it has required an unquenchable spirit, such as that of France, to keep the wheels of industry turning; and if there has been room for occasional complaint about a slight deterioration of quality in some of their products, the wonder is not that the French have done as well as they have, but that they have done anything at all—other than fight and suffer.

Just what is happening in Turkey and Bulgaria I do not know, but it seems safe to say that before communication was entirely cut off there must have been a very heavy supply of rose oil either ready or almost ready for shipment, which has never gotten out of those countries, and presumably is there now waiting for the barriers to be let down. The result, as you know, has been that oil of rose of decent quality has become extremely scarce, and with the exception of the limited quantity that France can produce it is difficult to see where any considerable supply is to come from.

ESSENTIAL OIL INDUSTRY IN AMERICA.

The essential oil industry in this country, so far as products from imported natural raw materials are concerned, has until recently been in relatively good shape. The cost of the raw materials has, of course, increased steadily and heavily with growing scarcity, and the piling up of exorbitant freight, insurance and other importation charges. Sandalwood, for example, has been extremely difficult to obtain, and the comparatively high price level which has been reached by the oil is fully warranted.

*Address before the Manufacturing Perfumers' Association.

Amirys oil, which with the soaring prices of sandal came into much favor as a substitute for non-medicinal purposes, advanced from a little over \$1 to above \$6 per lb., and then had to be abandoned entirely, because, while there was plenty of the wood in South America, no transportation could be had for it.

Another product in this group that has had an interesting experience is patchouly oil, which before the war was worth approximately \$3 per pound, but is now bringing \$25 for delivery upon arrival of raw material, some of which has been tied up for from six to eight months in transit overland from the Pacific Coast.

In the field of synthetics there has been an extraordinary upheaval. Before the war the Germans had gradually secured a practical monopoly in many of these products, not only because of their cheaper labor, of which we are apt to stand in chief fear, but doubtless because of their more thoroughgoing study of methods and processes and of their more systematic utilization of by-products. Such materials, as heliotropin, coumarin, terpineol, benzaldehyde and numerous others were being turned out abroad at prices which, notwithstanding our stiff protective tariff, had relegated the installations of our manufacturers to the scrap heap; and there can be little doubt that makers of synthetics in other European countries as well were relying upon Germany for many, if not most, of their basic materials. This supply was, of course, shut off to a large extent immediately upon the outbreak of hostilities, and later on when traffic through the neutral nations came under more complete control, it was stopped entirely.

The output of synthetics in France and in one or two of the neutral countries has nevertheless been maintained in fair volume, and considering the enormous difficulties the range of products has up to now been surprisingly wide. Gradually, however, the general line has been diminishing as one basic material after another has become all but unobtainable. Such products as phenylethyl alcohol, cinnamic alcohol, phenylacetic aldehyde and others have disappeared almost completely. Artificial musk, an article with a most extraordinary history, which within my own experience dropped from \$2,400 per lb. to \$1.25, is to be found only in petty odd lots at in the neighborhood of \$35 per pound. Heliotropin, coumarin, terpineol, benzaldehyde, benzyl acetate, benzyl alcohol, and not a few others are being made here on a relatively important scale, and are bringing prices from five to ten times their pre-war importation costs; and a sign of the times is that heliotropin is being exported in round lots from here to France, where it is worth 50 per cent more than the price here.

On the other hand, the ionone group and such other definite bodies as geraniol and citronellol, which are derived from the natural essential oils originating outside of the warring countries, to which reference has been made, are produced in volume and at prices which are reasonable under existing conditions. The familiar synthetic compounds upon which the perfumer has for years relied continue to be made in sufficient volume, with a few exceptions in cases where essential ingredients were formerly obtainable only in Germany.

REPLACING UNOBTAINABLE MATERIALS.

To replace the materials no longer obtainable abroad, production, as we have just seen, has been resumed or enlarged in this country to a fairly satisfactory extent. The problem in a majority of cases presented many difficulties, and was not an inviting one at the outset. Many of the products for which we were relying more or less directly upon Germany could readily be made here; but the proposition involved large outlays for equipment, which the average manufacturer did not feel warranted in making when he considered the certainty of having again to abandon the field as soon as the Germans should re-enter it after the war.

Unfortunately, also, the domestic manufacture thus made necessary by one set of war conditions has been hampered by other war conditions within the country, in that it had to struggle in unequal competition with the Government for some of its raw materials—chemicals, the consumption of which for non-essential purposes is frowned upon. As you all know, the producer of non-

essentials not only has his troubles with raw materials, but he is discriminated against as to fuel and transportation; and as the war drags on and our own Government, like its Allies, is placed more and more thoroughly on a war footing, and its industries, its man-power and its general resources are more and more completely devoted to the all-important business of winning the war, it seems inevitable that production of the type of materials which we are considering must become increasingly difficult and correspondingly circumscribed.

Yet it is doubtless safe to assume that however great the difficulties, they will be overcome to whatever extent changing conditions may justify their being overcome. Consumption will, as it must, accommodate itself to conditions of supply; but within certain limitations conditions of supply will also adjust themselves to demands for consumption that will not be denied. This process of adjustment and readjustment is going steadily forward before our eyes. It stands to reason that at \$20 per lb. there is no such consumption of coumarin as there was at \$3, and such materials as phenylethyl alcohol, phenylacetic aldehyde and even the comparatively low priced heliotropin have long since been eliminated from uses to which they may once have seemed indispensable at a fraction of their present costs.

I see no reason to apprehend any danger of necessary materials giving out to any such extent as to starve the industry to death, so long as the general economic condition of the country remains such as to keep alive a demand for the product of the industry. The skill and resourcefulness of the perfumer, exactly like those of his raw material man and of practically everybody else, will of course be taxed increasingly to keep his quality standards from undue impairment, and the less fit will survive with difficulty. It is only when the sea is calm that all boats alike show mastery in floating.

To tell how long all this will continue and how far it will be carried would require a clairvoyance which I fear is denied to most of us. It will depend primarily, of course, upon the duration of that great mystery, the war, itself; and since we cannot even guess at that intelligently, there seems to be but one course open to us, namely, to meet and solve as best we can the new problems and variations that arise from day to day, while at the same time doing our utmost to help the Government in the solving of that greatest and most important of all problems, the winning of the war—failing which, nothing else whatever will matter a particle. In the striking phrase of that wonderful Welshman, who is guiding the destinies of our great British ally, we simply must "Go on or go under." I thank you.

(NOTE.—A vote of thanks was given unanimously to Mr. Beilstein for his address.)

NO DE LUX BAN IN CANADA.

The articles recently printed indicating that Canada proposed putting a ban on the importation of so-called luxuries from the United States seems to have been a dream of sensational newspaper writers. The Canadian budget discloses no such intention and in fact Canada and the United States are working in perfect accord in these matters. There will be some restrictions on the passage of luxuries between the two countries, but only enough to insure a fair balance of trade and non-interference with the mutual war activities which will need transportation. Canada's way of getting at it is to impose a war excise tax of 10 per cent on automobiles and some other manufactured articles.

One of the Best Monthly Journals.

(From H. Fantini, Manager, Allison Bros., Manufacturers of MLL Laundry and Toilet Soaps, Middletown, Conn.)

Your valuable paper is always welcome at our office. We consider it one of the best monthly journals that there are.



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Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

F. P. Beers, president, and Thomas E. Lannen, attorney of the Flavoring Extract Manufacturers' Association, have issued Circular No. 71, which contains a message sent from a member of the United States Food Administration in Washington to Attorney Lannen. The message says:

"Manufacturers and distributors of beverage syrups and fruit syrups not required to have license. Firms already licensed should send their licenses to License Division for cancellation. This decision is the result of interviews with law department."

Members of the association or their customers who have not taken out a license for manufacturing or distributing beverage syrups or fruit syrups are not now required to do so. Those who have taken out a license for the purposes named should now send their licenses to License Division, Law Department, U. S. Food Administration, Washington, D. C., so that the same may be canceled.

Arrangements for Convention.

The ninth annual convention of the Flavoring Extract Manufacturers' Association will be held in New York, June 26, 27 and 28, 1918, at the Hotel Astor. The committee on arrangements, of which Mr. J. Edward Young, Jr., of Thurston & Braidich, is chairman, is composed of the following additional members:

J. Manheimer, treasurer; Louis Spencer Levy, secretary; L. B. Parsons, of Seaman Bros., N. Y.; H. C. Hirsch, of Van Duzer Extract Co., N. Y.; F. E. Watermeyer, of Fritzsche Bros., N. Y.; B. T. Bush, of Antoine Chris Co., N. Y.; Jos. Mathias, of James B. Horner, Inc., N. Y.; J. H. Howe, of Dodge & Olcott Co., N. Y.; B. O. Lord, of Illinois Glass Co., N. Y.

The committee is framing a very interesting program for the convention and assures every member a profitable and pleasant meeting.

SODA WATER FLAVORS ASSOCIATION.

Thomas E. Lannen, secretary and attorney for the National Manufacturers of Soda Water Flavors, has made a report of recent activities of the board of directors. An address on conservation directed to the soda water bottlers of the country, which had been prepared by D. W. Hutchinson, of W. H. Hutchinson & Son, Chicago, was ordered to be given the widest publicity. The address, which was sent out over the signature of the association, said in part:

"This is not the time to get 'cold feet.' There is no such thing as 'non-essential' business. Your enterprise and prosperity are assets to our country, because it is just as necessary to keep the wheels of industry turning as it is to 'keep the home fires burning.' There is a better day coming—a day of peace and prosperity; the wise bottler will hang on and wait for it, being careful in the meantime to reduce purchases of other supplies proportionately to the sugar supply and to keep expenses within bounds."

The board passed the following resolutions on the deaths of two members, further reference to which will be found in our Obituary Notes on page 94.

Whereas, the late much-honored and respected Edward Berghausen has passed from earth to the great beyond, and thereby our industry has lost one of its most sturdy pioneers, and we a member whose wise counsel and influences for good were ever felt among us; be it

Resolved by the National Manufacturers of Soda Water Flavors, through its Board of Directors, that we sorrowfully record his death and sympathize with his family in their saddened hours, and that a copy of this resolution be forwarded to them.

Whereas, in the death of Robert L. Woods our association has lost one of its most valuable and beloved members, whose ever-cheerful nature and kindly ways endeared him to us all, and whose presence at our meetings will be sorely missed; be it

Resolved, that we, the Board of Directors of the National Manufacturers of Soda Water Flavors, do hereby record for the association great sorrow at his passing, and extend to his family sincere sympathy in their sad bereavement.

FLAVORING SYRUPS MAKERS ORGANIZE.

For the protection of the interests of those engaged in the manufacture of fruit syrups, the National Association of Manufacturers of Fruit and Flavoring Syrups has been formed. At the first meeting the following were present: H. E. Murray, Murray Co., Boston; Alick G. Richardson and Edward H. Clark, Richardson Corporation, Rochester, N. Y.; H. L. Fisher, Zippe Mfg. Co., Cleveland, O.; H. Curriel Crown Cordial & Extract Co., New York; John J. Calhoun Logan, Johnson Co., Boston; C. L. Jones, Armour & Co., Chicago; C. E. Vawter, United Drug Co., Boston; Ernest L. Miller, Three Millers Co., Boston; A. H. Bullard, A. H. Bullard, Inc., New York; W. F. Martin and H. T. Cumming, J. Hungerford-Smith Co., Rochester; E. S. Chenowelt, Wood & Solick, Inc., New York; H. L. Lefkowitz, I. Lefkowitz & Sons, Inc., New York; A. H. Van Gorder, Cleveland Fruit Juice Co., Cleveland; W. W. Maltby, Liquid Carbonic Co., Chicago; K. H. Kalbfleisch, Jos. Middleby Co., Inc., Boston.

The following officers were elected: President, H. E. Murray, Boston; vice-president, H. T. Cumming, secretary of J. Hungerford-Smith Co., Rochester; treasurer, Edward H. Clark, Richardson Corporation, Rochester; secretary, W. W. Maltby, assistant general sales manager Liquid Carbonic Co., Chicago. Delegates at Large—A. H. Van Gorder, vice-president and general manager Cleveland Fruit Juice Co., Cleveland; K. H. Kalbfleisch, vice-president and sales manager Joseph Middleby Co., Inc., Boston; Mr. Davidson, Armour & Co., Chicago.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 5,501 to 5,600, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

5,519. Adulteration and misbranding of oil of wintergreen. U. S. * * * v. —. Plea of *nolo contendere*. Fine, \$200 and costs. Analysis showed the following results:

Rotation in 100-mm. tube at 20° C. (degrees circular) . . . 0.0
Odor is not characteristic of oil of wintergreen and article contains little, if any, natural oil of wintergreen.

Adulteration was alleged for the reason that a methyl salicylate had been substituted in whole or in part for oil of wintergreen, which the article purported to be.

5,520. Adulteration and misbranding of oil lemon. U. S. * * * v. a corporation. Plea of guilty. Fine, \$100. Analysis of samples showed, respectively, the following results:

	No. 1.	No. 2.
Specific gravity at 15.6° C.	0.8524	0.8554
Angular rotation at 20° C. (degrees) +62.25	+62.38	
Refractive index at 20° C.	1.4744	1.4751
Citral (per cent.)	2.58	3.22
Alcohol (per cent. by volume)	0.20	0.14
Examination of first 10 per cent. distillate, after washing the sample with saturated salt solution, showed—		
Angular rotation at 20° C. (degrees)	59.06	59.61
Refractive index at 20° C.	1.4726	1.4729

The above results show each sample to be washed lemon oil.

Adulteration was alleged for the reason that washed lemon oil had been substituted in whole or in part for oil lemon, which the article purported to be; and for the further reason that a valuable constituent to wit, citral, had been wholly or in part abstracted.

5,573. Adulteration and misbranding of lemon oil. U. S. * * * v. a corporation. Plea of guilty. Fine, \$50. This case is substantially similar to 5,520, reported above, and affects the same firm.

5,598. Misbranding of "Palmer's Skin Whitener." U. S. * * * v. 20 Dozen * * * Packages of Palmer's Skin Whitener. Default decree of condemnation, forfeiture, and destruction. It was alleged that the article was misbranded because certain statements on the labels falsely and fraudulently represented it as effective for clearing and brightening the complexion, for eczema, pimples, etc., whereas the article contained no substance capable of producing the therapeutic effects claimed.

5,560. Misbranding of "Sayman's Healing Salve" and "Sayman's Vegetable Wonder Soap." U. S. * * * v. —. Plea of *nolo contendere*. Fine, \$40 and costs.

Analysis of a sample of the "Healing Salve" showed that it was an ointment containing chiefly petrolatum, zinc, boric acid, and camphor; the odor indicated traces of a tarry oil. It was alleged that the "Healing Salve" was misbranded for the reason that certain statements appearing on its labels falsely and fraudulently represented it as a remedy for, and effective when used in connection with Sayman's soap as a remedy for various skin diseases, when it was not, either when used alone or in connection with Sayman's soap.

Analysis of a sample of the "Vegetable Wonder Soap" showed that it was a cold process coconut oil soap. It was alleged that the soap was misbranded for the reason that certain statements accompanying it falsely and fraudulently represented it as a remedy for eczema and other ailments.

STATE.

Maine.

We have received Bulletin No. 268, of the Maine Agricultural Experiment Station, at Orono, of which Charles D. Woods, Sc.D., is director. It gives abstracts of papers published by the station in 1917, but not included in previous bulletins.

New York.

A new administration in New York City has suspended Dr. Lucius P. Brown, the hard-working, capable and conscientious director of the Food and Drugs Division of the Board of Health. Dr. Brown came here from Tennessee, where he made an enviable reputation for work in this field and has been doing the same here, but the meddling of politicians at last has interfered. No doubt the new commissioner will reinstate him speedily. The New York Branch of the American Chemical Society has adopted strong resolutions of protest and endorsement for Dr. Brown.

Pennsylvania.

We have received the preliminary report for 1917 issued by James Foust, the indefatigable Food and Dairy Commissioner of Pennsylvania. It shows a vast amount of work. The receipts for licenses and fines were \$373,150.

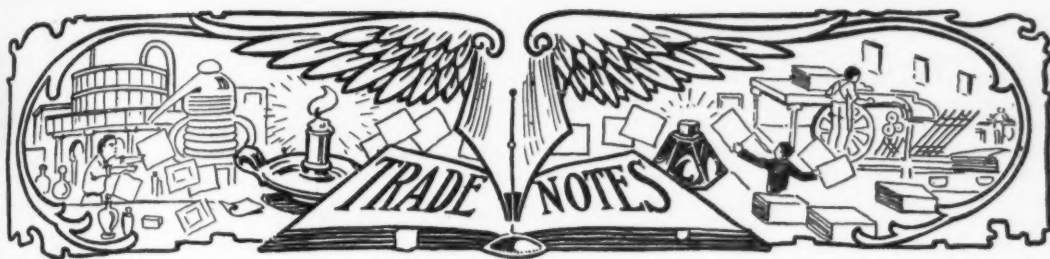
Wood Alcohol in Toilet Preparations.

In the New York Municipal Court recently Denis Carrussos, of 125 West 28th Street, Borough of Manhattan, entered a plea of guilty to the charge of violating Section 128 of the Sanitary Code, in that he used wood naphtha, otherwise known as wood alcohol or methyl alcohol, in the manufacture of a so-called hair tonic, and which was sold to many of the barbers of this city. At the time the samples of this product were taken, a seizure was made of the stock found at Carrussos's place of business, amounting to about fifty gallons of the dangerous product. The Court imposed a fine of \$100, and ordered the destruction of the product which was under seizure.

The investigation is being continued, and, wherever such a prohibited product is found, seizure is to be made and samples submitted for laboratory analysis. Thus it is expected not only to punish manufacturers but also barbers who knowingly buy toilet articles that contain wood alcohol.

NEW DIRECTOR OF U. S. P. REVISION.

Professor Charles H. LaWall has been chosen to succeed the late Prof. Joseph P. Remington as chairman of the Revision Committee of the United States Pharmacopoeia, a trust for which he is eminently qualified. The high standard of work and effort put forth by the lamented Remington will be preserved to the fullest degree. It is indeed fortunate that a man so thoroughly well equipped for the arduous duties of this important position was available when needed. This is the third honor which has been bestowed upon Prof. LaWall recently. His election to the presidency of the American Pharmaceutical Association is one and he also has been made dean of the Philadelphia College of Pharmacy, which became vacant through the much regretted demise of Prof. Remington. Our readers will join us in offering congratulations to Prof. LaWall and to the industries and professions that are concerned with the drug standards prescribed in the U. S. P.



Mr. Percy C. Magnus, president of Magnus, Mabee & Reynard, Inc., essential oils, New York City, was married to Miss Margaret Ames, daughter of Mr. and Mrs. Edwin Ayres Ames, of this city, on Wednesday, May 22. The ceremony took place at the Reformed Church-on-the-Heights, Pierrepont street and Monroe place, Brooklyn Borough. Wide circles of friends will extend congratulations to the happy couple.

Mr. David A. Bennett, of Bennett & Davis, Inc., Chicago, was a recent visitor to New York. He had just returned from the Pacific Coast, where he had been on a visit of inspection to the southern California talc mines, of which his company handles the output. The machinery equipment at the mines has lately been largely augmented, and a more complete equipment of air-floating apparatus



MR. BENNETT AT THE MINE.

has been installed, so that the demand for talc for toilet purposes can be met.

Mr. Bennett is a very enthusiastic man, and has excellent cause to be encouraged by the remarkable progress that his firm has made under his management during the past few years. He is a most excellent mixer, and is at the same time of substantial fibre.

Mr. Frank K. Woodworth has been appointed manager of the Chicago office of Antoine Chiris Company, New York, with headquarters at 1103 Garland Building. Mr. Woodworth is a familiar figure in the perfume industry and was a member of the Executive Board of the Manufacturing Perfumers' Association for some time. He was an officer of C. B. Woodworth Sons Co., Rochester, N. Y., perfume manufacturers, for many years, and was later on the selling staff of Lazell, Newburgh, N. Y. He therefore brings to his new work a valuable knowledge of perfume raw materials, and their uses, and he is, of course, familiar with the problems that confront the manufacturer of perfumes and toilet preparations. Coupled with this, his agreeable personality will enable him to make good in his new field.

The advent of the aeroplane in the transportation of mail matter has special interest with those engaged in this industry through the fact that the gentleman to whom the first letter was sent is Mr. Noah M. Taussig, president of The Nulomoline Co., New York. This letter bore the first special airplane stamp used and was cancelled personally by President Wilson, who wrote his autograph across the stamp. This stamp will be sold at auction on June 11 at 8 p. m. by Mr. J. C. Morgenthau, New York, at the Collector's Club, 120 W. 49th street, New York, and the proceeds will go to the Red Cross. Mr. Morgenthau is a well-known stamp dealer and a brother of the former Ambassador to Turkey. Mr. Taussig is an ardent stamp collector, and has one of the largest private collections in the United States. He was former editor of the New Jersey *Philatelist*, and is recognized as an authority. He has already author-



"FIRST TRIP" AIRPLANE LETTER.

ized a bid of \$1,000 for the stamp, and it is hoped that a large sum will be realized.

Mr. Taussig's initiative in conceiving this idea and securing its adoption by the Government is another mark of his great interest in the public service.

The Editor also took advantage of the unique situation created by the airplane mail service and sent to a Washington, D. C., friend a letter by the first airplane that left New York. The special airplane stamps not being available, ordinary stamps were used to the value of 24c. The cancellation mark shows very clearly the words "First Trip," which makes this souvenir of unique value.

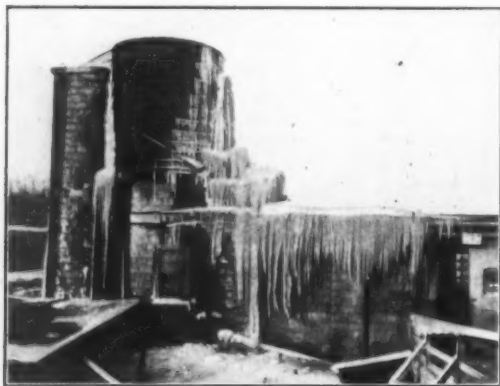
We are advised that Mr. Charles V. Sparhawk, 278 Pearl street, N. Y., the well-known essential oil dealer, has appointed as his New England representative, Mr. Alfred Page Cook, Portland, Me. The South will be covered by Mr. Howard M. Daneker, 20 South Mount avenue, Baltimore, Md.

Mr. Charles W. Taussig, sales manager of the Nulomoline Co., New York, has made a close study of food and fat conservation matters and is working in close har-

mony with the Food Administration. The special interest of the latter department lies in the fact that the product manufactured by Mr. Taussig's firm is recommended as a substitute for glycerine, and it is glycerine that must be conserved for munition manufacture.

Mr. C. A. Williams, of the Abner Royce Co., Cleveland, Ohio, was a recent visitor to New York City.

The accompanying photo was taken during a cold spell last winter by Mr. Gustav Mahlick, general manager of the Essential Oil Specialties Co., Grassland, Pa., and handed to us on one of the recent warm days. Mr. Mahlick



was on a visit to New York and dropped in to cool the editor's fevered editorial brow with this frigid scene. The photo illustrates some of the difficulties Mr. Mahlick had to contend with last winter in producing terpineol, for not only was the plant pretty well iced up, but the coal difficulty aggravated the situation.

The plant has been considerably enlarged of late, and is now producing more than twice the former output. The sole agent is Edwin H. Burr, 18 Cedar street, New York.

Mr. Eugene J. Alexandre, general manager of the D'Ormo, Inc., of New Haven, Conn., announces that the firm has added to its staff Mr. Karl Mayer, of Chicago, who will represent D'Ormo, Inc., in the West; Messrs. Henry and Joseph Lewis, who will take charge of the eastern territories, Mr. O. F. Eckels as general utility man. Mr. Eckels has had many years of factory experience. Also Mr. Oscar B. Voit, who has six years' experience in laboratory work. The firm has given up the manufacture of peroxide of hydrogen, as the space was found to be required to furnish produce with better facilities for an increasing trade in perfumes, talcum powders and other toilet preparations.

Pierre Lemoine Cie announces that its manufacturing plant has been transferred to greatly enlarged quarters in the old Long Island City (Queens Borough) section of New York City, where there are facilities for producing a complete line of aromatic chemicals, synthetic perfumery and flavoring raw materials. It is the purpose of the company to manufacture in its Queens Borough plant many materials which formerly were imported from European countries. The new factory is under the personal supervision of Dr. Frederick A. Klein. The sales office will continue to be at 97-99 Nassau street, New York. The office telephone is Cortlandt 2041 and the factory Hunter's Point 1948.

The wedding of Miss Annette Markoe, daughter of Dr. and Mrs. James W. Markoe of 12 West Fifty-fifth street, to Lieutenant William Jay Schieffelin, Jr., took place May 4 at St. George's Church, Stuyvesant square. Dr. Karl Reiland performed the ceremony in the presence of the relatives and a few intimate friends. Miss Pauline Bacon was the bride's maid of honor and her bridesmaids were the Misses Elizabeth Stuyvesant Howard, Pauline Morgan, and Mary J. and Louise Schieffelin, sisters of the bridegroom.

In a bulletin published by the Asheville (N. C.) Board of Trade reference is made to the leasing of a large three-story and basement building in Asheville by S. B. Penick & Co., Inc., who are to move their North Carolina plant to Asheville. This move was decided upon by reason of the improved shipping facilities at Asheville and better labor conditions, and no disadvantage will be felt from the standpoint of the collection of botanicals that grow so plentifully in the North Carolina district. The bulletin also makes the following statement:

"This concern is one of the big firms of the country that import and export crude botanical drugs. The Chambers building will be used for milling the various roots and herbs which they will get throughout this section, and three or four carloads of machinery are now en route to Asheville for installation."

W. W. Guy, secretary of S. B. Penick & Co., Inc., and manager of its North Carolina plant, was a visitor in New York recently.

The accompanying engraving shows the exhibit of N. V. Chemische Fabriek Naarden, of Naarden, Holland, at the Utrecht Fair held in March. This firm is one of the leading Dutch chemical houses and for many years has been



engaged in distilling and refining glycerine and various essential oils, including caraway. Soon after the outbreak of the war the firm established a department for the manufacture of aniline dyes and synthetic perfume materials, including methyl anthranilate, geraniol, eugenol, etc. We are advised that the firm is wholly a Dutch concern, including the managers and entire working staff. The American agents are Rockhill & Vietor, New York.

Nulomoline Co. has moved its western office to new quarters in Room 1022, Marquette building, at Adams and Dearborn streets, Chicago.

The *Rotarian*, monthly publication of the Rotary Club, contains a tribute to the business ability of a woman who is known to many of our readers as the manager of the F. N. Burt Co., Buffalo, N. Y. Miss Mary R. Cass is typical of the modern women who have won positions in business spheres by being progressive, natural and alive to the possibilities confronting them. Others might possess the sterling qualities which have dominated her success, but she used her talents—and moreover, she is most modest about accepting credit for her remarkable achievements. But the *Rotarian* has this to say about one of the most successful business or trade managers of her sex in the entire country:

"Being a 'mere woman,' Miss Mary R. Cass of Buffalo is not eligible to membership in a Rotary club, but she has many other qualifications of a good Rotarian, including an ardent enthusiasm for the principles of Rotary, a record of having attended the Cincinnati International Convention in 1915 and the determination to attend the Kansas City Convention in 1918.

"Miss Cass is a successful executive of a leading business in the second city of the State of New York, being the general manager of the world's largest manufacturer of small paper boxes, with 3,000 employees and three large factories under her charge. Miss Cass is proof that a woman may be successful in business without losing those traits of the feminine character which usually are designated as 'womanly.'

"The war has brought about a radical change in European countries in the position of woman with respect to the workaday world, and the same trend is manifesting itself in the United States.

"While woman for some time had held a much more independent place with respect to commercial and professional activities in the United States than in most countries, it is apparent that as the war goes on she will become more and more active in these lines. Her success in the business world has been limited more by lack of confidence in her own ability than by lack of ability.

"The business career of Miss Cass shows no lack of ability, no lack of confidence in that ability, and very little manifestation of that masculine disposition to belittle woman's efforts in the business world, an attitude founded upon man's belief in his own wisdom and ability.

"Something more than a quarter of a century ago, F. N. Burt started in business in Buffalo as a printer; his equipment consisted of one Gordon press and a whole big warehouse full of ambition. Twenty-six years ago Miss Mary Cass entered the employ of Burt. Her work was to do anything she could to help in the shop, from running errands to running the press, and she was paid the magnificent salary of four dollars every Saturday night.

"In the course of time Burt began to make small paper boxes. The business grew and Miss Cass remained and

grew in business ability and confidence. In 1909 Mr. Burt, because of the strain of the work, sold the business to the present corporation—The F. N. Burt Company, Ltd. When he retired from active work in the concern, Miss Cass was appointed general manager of the \$2,750,000 corporation. She has occupied this position with remarkable success and is now one of the highest salaried business women in the United States. The executive ability and keen business judgment manifested by her is assurance that she will retain the position indefinitely.

"Miss Cass is a 'modern' woman in one sense of the word. She believes in women taking an active part in the activities of the world outside the sphere of the home; she believes that women have the ability to be successful in business—if they will apply themselves to their work and stick to it; she believes that women are entitled to suffrage and that they should have and exercise the right to take an active part in political affairs; but she is not

a suffragette and she has no patience with the suffragettes or their methods.

"Devoted to her work, realizing to the fullest its responsibilities, trying earnestly to live up to those responsibilities, Miss Cass thinks that if all work and no play makes Jack a dull boy, it is very likely to have the same

effect upon Jill. So she takes time for play. Just as most business men who are confined to their offices all day like to get out in the open as often as possible, Miss Cass is fond of the out-of-doors. She is fond of golf because it gives opportunity for physical exercise in the open air. In fact, golf is her favorite sport; one of the accompanying pictures shows her making a drive of two hundred and fifty yards—if I hadn't topped the ball.' But, then, even a successful business woman cannot be proficient in all things.

"In one form of outdoor activity Miss Cass is proficient. She can drive an automobile in a way to make most men envious of her ability, and she revels in it.

"Of the so-called 'womanly' side of her character, Miss Cass gives evidence in her fondness for the theater and dancing. She prefers the lighter plays—perhaps in this she gives another argument to those theatrical producers who are always trying to find something to please 'the tired business man.' But she can enjoy to the fullest the more serious drama and she can use two handkerchiefs when seeing one of the weeping plays that the supposedly normal woman loves to sob over. To dance is one of her greatest delights and she is never ready to quit until the weary musicians play the last note.

"All of which, while giving praise is due, is not intended as a eulogy of Miss Cass in particular, but is intended rather to show what a woman can do in business and still be a woman 'for a' that."

Nor does this article in the *Rotarian* do full justice to Miss Cass. She is intensely patriotic and in the Third



MISS MARY R. CASS AND TWO OF HER DIVERSIONS

Liberty Loan campaign for inspiration and personal efforts sent the figures up to more than \$33,000 in the Burt plant alone, while she went outside and made addresses and worked in every way she could to help Uncle Sam ring up the Four Billion mark. Her efforts were put forth with the same earnestness that she has put forth in managing a large business enterprise, and it must be gratifying to her to know that in her patriotic endeavor she has won, as well as in business.

Detvillers Soap Co., Inc., is now nicely installed in its new offices at 15 Park Row, New York.

Mr. Thomas R. Proctor, who is well known among the cottonseed, oil and soap trades through fourteen years' association with the Cudahy Packing Co. at Chicago, is now identified with the Williams Commission Co. at Chicago.

Among others, these firms have been elected recently to membership in the New York Merchants' Association: Levy, Mr. B. E., 714 Fifth avenue—Importer of perfumery.

Mann & Cook, Mr. Harry A. Tobias, manager, 74 Broadway—Exporters and importers.

Agar, W. G., & Co., Mr. J. A. Williams, 25 Beaver street—Exporters and importers, food and raw products. Cohen, Sydney K., & Co., New York and Yokohama, Mr. Sydney K. Cohen, New York representative, 47 West Thirty-fourth street, Room 942—Japan and China merchandise.

General Export & Commission Co., Mr. G. A. Prah, secretary, 8 Bridge street—Export and import commission merchants.

Bernard, Judae & Co., Mr. M. G. Bloom, import manager, 10-12 Broadway—Import and export, Custom House brokers and forwarders.

de Lima, Correa & Cortissoz, Inc., Mr. E. A. Correa, president, 8-10 Bridge street—Importers and exporters.

Suzuki & Co., Mr. A. M. Kashiwa, representative, 220 Broadway—Exports and Imports.

Alpha Chemical Yorks, Inc., Mr. Lester C. Burdett, president, 233 Broadway—Manufacturing chemists.

North American Commercial Corporation, Mr. Shepard G. Schermerhorn, president, 50 Broad street—Export, import and shipping.

Richardson, Orr & Co., Mr. J. P. Richardson, 8-10 Bridge street—Export-import.

P. C. Tomson & Co., Mr. H. K. Buck, general manager, 17 Battery place—Manufacturers of soap and lye.

A novel method of promoting the sale of thrift and war savings stamps in retail stores which resulted in an increase of the weekly sale from \$5 to \$4,000 per week has been installed at the Liggett Drug Store at the Grand Central Terminal, New York. In order to get every employee to become a sales agent and booster of W. S. S. the firm offered a prize of a \$5 War Savings Stamp to every sales person or cashier selling the greatest number of stamps during the month of April. Which firm is next?

Chester A. Smeltzer, manager of the vanilla bean department of A. D. Smack Co., New York, has returned from an extended trip through the Middle West.

Mr. E. V. Killeen of George Lueders & Co., was chairman of the sub-committee on essential oils of the general drug and chemical committee in the recent Third Liberty Loan campaign. He states that the following contributed \$230,000: Jos. H. Bowne, O. A. Brown & Co., W. J. Bush & Co., A. G. Cailler, Antoine Chiris Company, Dodge & Olcott Co., C. G. Euler, Fritzsche Brothers, Geo. V. Gross & Co., Heine & Co., James B. Horner, Inc., D. W. Hutchinson, Hymes Bros. Co., George Lueders & Co., Julian W. Lyon, J. Manheimer, Compagnie Morana, Perfumer Publishing Co., Rockhill & Vietor, Chas. V. Sparhawk, Arthur A. Stilwell & Co., Inc., Ungerer & Co., L. A. Van Dyk, Van Dyk & Co., Donald Wilson.

In the 100 per cent industrial flag competition in the Third Liberty Loan the following firms, among others, are rated as 100 per cent: Elcaya Co., Inc., 148 Madison avenue; B. E. Levy, 714 Fifth avenue; Alfred H. Smith Co., 35 West 33d street; Binney & Smith, 81 Fulton street; E. Fougere & Co., 90 Beekman street, Sapolio Co., 439 West street; Bush, Beach & Gent, Inc., 80 Maiden lane.

Many firms engaged in industries in which our readers are interested, besides doing their share in advancing the subscription list for the Liberty Loan, paid for advertisements which called urgent attention to the need for supporting our men over seas. We have not been able to get a complete list, but these firms are among the patriots who worked hard by advertising as well as otherwise to make the loan a success:

W. J. Bush & Co., Inc., New York; A. H. Wirz, Inc., Chester, Pa.; Compagnie Morana, New York, Bruno Court, Grasse; Van Dyk & Co., New York; Lanman & Kemp, C. O. Bigelow, H. Kohnstamm & Co. and Magnus, Mabee & Reynard, Inc.

The American Pharmaceutical Association will meet in Chicago August 12-17 and an interesting program has been prepared. Charles E. Matthews, 169 North Franklin street, is chairman of the committee on arrangements and entertainment. He urges everybody interested to attend.

Creditors of the bankrupt firm of Madero Bros., chemical importers and exporters, of 100 John street, have been notified by Seaman Miller, referee in bankruptcy, that Samuel Strasbourger the trustee in bankruptcy for Madero Bros., appointed by Judge Mayer in the Federal Court, has proposed to enter into a contract with Kunhardt & Co. whereby that company will take over all orders and inquiries in hand and to be received by the trustee henceforth. In return for the agreement the company is to finance and fill such orders as are advantageous, and remit to the trustee or Madero Bros. a certain percentage of the profits derived thereon. A meeting of creditors to consider the contract was called for May 21 in Mr. Miller's office at 2 Rector street.

Mr. Miller has also notified the creditors that the receiver, attorneys for the receiver and attorney for the petitioning creditors have asked for an allowance for services rendered in the bankruptcy proceeding. A meeting was called to consider this on May 22 at Mr. Miller's office.

Public notice also has been given that Charles Shogood, United States auctioneer, would sell at public auction on May 24 all assets of the bankrupt firm, including chemicals, furniture and miscellaneous articles, pursuant to instructions from the trustee.

Ungerer & Co., 124 West 19th street, New York, have been appointed American agents for Jules Borgeaud & Fils, Algiers, shippers of African geranium oil.

Mr. A. Alexander, New York, the well-known consulting perfume chemist, will be married on June 4, to Miss Beatrice Levy, at the Hotel St. Regis, New York. Immediately after the wedding the couple will start on a month's trip through the mid-west, where Mr. Alexander will call on the firms to which he is rendering consulting service.

We have just received some interesting reports from Heine & Co., N. Y., and Fritzsche Brothers, N. Y., and are glad to acquaint our readers with the news.

Mr. F. E. Toennies, president of Heine & Co., is the happy father of Ewald William Toennies who arrived in Brooklyn, N. Y., on May 10. His weight 27 minutes after birth was 8 lbs. 2 oz. 63 gr.

At last accounts his father reports that junior may become an opera singer.

Dorothea Louise Leonhardt is the pretty name of the daughter of Mr. F. H. Leonhardt, of Fritzsche Brothers, who made her advent May 14. She tipped the natal scales at exactly 7 lbs., 1.01 oz. Heartiest congratulations.

Mr. John R. Kennedy, perfumer for the United Drug Co., Ltd., Toronto, Ont., is happy over the arrival of a substantial addition to the Kennedy clan. A very young man, weighing 152 ounces, took up his abode at the Kennedy home on April 25. We hope he will remain many years. That he will be an active participant in the world's future is indicated by the receipt of the birth card of Jack Neilson Kennedy. If he keeps it up he will be fighting in France for civilization before he is really old enough to shoulder a rifle.

Mr. and Mrs. E. M. Laning, of St. Louis, advise us that a little stranger came to their home on April 21, weighing 4.0824 kilos (62,999.596 grains). He will respond to the name of Edwin Michael. The happy father is chemist for the Sanitol Chemical Laboratory Co.

Robert E. Foot, who is a relative of S. A. Foot, manager of Dabrooks' Perfumes, Detroit, has been appointed a major in the United States Army. He speaks French and German fluently, and was assigned to the staff of General Pershing. Mr. Foot was a member of the brokerage and commission firm of Hailey, Foot & Co., who several months ago reorganized as S. A. Foot, Inc.

Announcement was made at the annual meeting of the New York Chemists' Club on May 1 that \$15,000 of its funds had been invested in the Third Liberty Loan. A handsome tea and coffee silver serving set was presented to the retiring president, Dr. Milton C. Whittaker. The new officers are as follows: Ellwood Hendrick, president; Charles H. Herty, vice-president; Charles L. Parsons, non-resident vice-president; J. R. M. Klotz, re-elected secretary; H. M. Toch, re-elected treasurer; K. G. MacKenzie and T. R. Duggan, trustees.

The Third Liberty Bonds won a soap strike in New Jersey. The 500 employees in the B. T. Babbitt Soap Works at North Bergen had been on strike when a compromise was made by which all of the strikers subscribed for bonds, and the company agreed to an increase of 5 per cent in wages to help them pay for the bonds. The increase will continue after the bonds are paid for. This is the only case so far reported where patriotic workers have actually gone on strike to buy bonds.

Florasynth Labys, Inc., advise us that their factory is now located at 258 Wythe avenue, Brooklyn, and their



THE FLORASYNTH FACTORY

executive offices have been moved to 15 Beekman street, New York. This brief statement conveys the bare facts of the progress that this enterprising concern has made since its inception two years ago.

Under the guidance of its moving spirit, Mr. Chas. L. Senior, secretary and general manager, it has grown from very humble beginnings to a very substantial factor in the synthetic perfume material field. Mr. Senior is a man of wide experience in selling raw materials throughout the Eastern part of this country, and Cuba, Mexico and Central America, where his good knowledge of Spanish affords him easy entree.

Associated with Mr. Senior from the beginning is Mr. Alexander Katz, who is manufacturing superintendent in charge of the plant. Mr. Louis Rossett, who joined the corporation as vice-president about a year ago, gave his attention to the buying and office management, but he recently enlisted in the Manufacturing Chemical Corps, U. S. A., and his work has devolved upon Mr. Senior.

The factory is now running in good shape and within a few weeks an invitation will be issued by the company to friends in the trade who will be invited to inspect the plant and partake of the hospitality of the company.

At present considerable attention is being given to the manufacture of such articles as heliotropin, geraniol, linalyl acetate, etc., on a commercial scale.

At a meeting of the executive committee of the National Association of Manufacturers at the general offices, 30 Church street, New York, recently, it was voted to apply to the purchase of Liberty Bonds, instead of a banquet at this year's convention at the Waldorf-Astoria hotel, May 20-22, a sum of money equivalent to that which has usually been expended in peace times on this feature.

The drive for the American Red Cross in New York City was ably handled by Mr. Wm. S. Gray, chairman of the Chemical, Paint and Drug Trades Committee. As chairman of the Essential Oils Division for both corporation and industrial campaigns Mr. Russell R. Sloan, of Dodge & Olcott Co., assisted by the Editor, gathered very substantial contributions to the \$100,000,000 drive.

The perfumery and toilet preparation manufacturers were solicited by A. A. Fonda, of Richard Hudnut, and H. B. Grubb, of A. Bourjois & Co., and their employes by an industrial committee headed by G. A. Pfeiffer, of Richard Hudnut. The members of Mr. Pfeiffer's committee were H. B. Grubb, J. C. Crane, E. Katz, W. A. Bradley, F. H. Ungerer, G. V. O'Grady, C. M. Baker, I. S. Zeluff, I. W. Lyons, J. L. Grotta and C. C. Green.

Mr. Leon Beckwith, of the Bonheur Co., Syracuse, N. Y., reports the shipment recently of a good-sized order of perfumes and toilet waters to Manila, Philippine Islands. Mr. Beckwith sees a great future in this opening for American made goods.

Procter & Gamble Co., Cincinnati, paid the quarterly 5 per cent to April common stockholders on May 15.

Mr. A. C. Drury, of A. C. Drury & Co., Chicago, has enlisted in the Medical Corps of the U. S. A., and the jobbing business will be suspended. Mr. C. A. Senger, a member of the firm, will continue the representation of Russell & Co., New York, essential oils, perfume materials, vanilla beans, etc.

Mr. C. A. Russell, Jr., of Russell & Co., New York, is in Norfolk, Va., on a business visit.

Mr. J. Judd Mason, president of The Hoople Corporation, makers of manicure specialties, has personally bought out the interests of Mr. Jesse de Sola Mendes in the J. D. Mendes Co., 42 West 15th Street, New York, and will continue the manufacture of rouge and powder compacts, lip sticks, eyebrow pencils, etc. Mr. Mason is a man of wide business experience and before going into this line represented several important French firms.

National Association of Retail Druggists will convene this year at New Orleans, September 16.

Magic-Kellar Soap Co., Louisville, Ky., has obtained a permit to enlarge and remodel its plant.

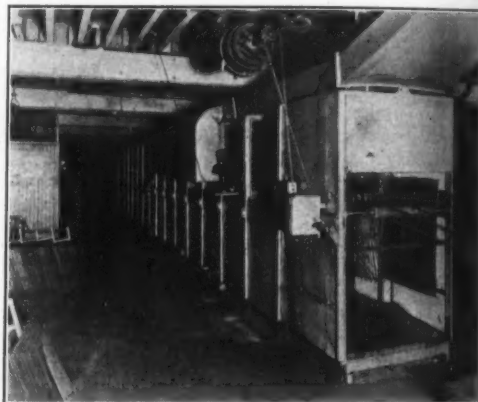
Mr. Clayton French has severed his connection with Smith, Kline & French Co., wholesale druggists of Philadelphia, of which company he was second vice-president. Mr. French's resignation was accepted with regret by the directors. He intends to devote his time to his private affairs.

The fourth National Exposition of Chemical Industries will be held at the Grand Central Palace in this city in the week of September 23. Already the number of exhibitors who have taken spaces for booths exceeds the total last year of 323, and there is little doubt that the exposition will eclipse its predecessors.

Harold Olcott Sloan, son of Mr. F. H. Sloan, president of Dodge & Olcott Co., New York, has been commissioned second lieutenant in the Aviation Corp, U. S. Army. This young man enlisted as a private last Fall, and has won his advancement as a result of his skill and indefatigable efforts to excel as a flier.

Palmolive Co. has opened a branch in the Black Building, Los Angeles, under the management of E. H. Little.

Federal Tin Co., Inc., Charles and Barre streets, Baltimore, Md., one of the recent comers into the field of manufacturing lithographically decorated and plain metal packages, has made rapid progress, so much so that it has been compelled to enlarge its lithographic plant and almost double the capacity of its assembling department. The investment in the business was approximately \$500,000 and the equipment provided was of the best and latest that could be procured anywhere in the markets supplying such articles. Some unique features are contained in the lithographing department, the drying apparatus being described as of superior utility. For this improvement a patent has



JAPANNING OVEN. FEDERAL TIN CO., INC.

been asked. Herewith we print an illustration of one of the company's drying ovens.

Mr. F. J. Costello, second vice president of the Federal, has spent 15 years in the business and as managing director has been able to gather about him in the art and other branches a corps of men who are extremely well equipped in their specialties. While his company is young, he has been fortunate in obtaining the services of men of experience.

Dentists' Laboratories, Inc., dealers in dental supplies, and school for mechanical dentistry, 25 West Forty-fifth street, New York, on May 9 filed a petition in bankruptcy with liabilities \$2,299 and assets \$7,027, consisting of plant, \$7,000; accounts, \$11, and cash in bank, \$10. Among the creditors are the Brown Advertising Agency, \$360; Dentists' Supply Co., \$195, and Consolidated Dentists' Manufacturing Co., \$119. There are thirty-seven students who have paid for instruction, but it has not been given. Judge Knox appointed Henry B. Singer receiver; bond \$2,500.

NEW INCORPORATIONS.

Persian Balm Toilet Co., Inc., Manhattan Borough, New York City, to manufacture drugs and toilet articles, \$50,000 capital stock, has been incorporated by C. A. Venn, 179th street and Fort Washington avenue; C. A. Adrian, 406 West 142d street; E. Hurley, 411 West 145th street, New York City.

Freroz Products Corporation, Manhattan Borough, New York City, to deal in food products, candy, soap and washing powders, \$100,000 capital stock, has been incorporated by S. Benson, 953 Hoe avenue, Bronx; J. Rozett, 225 East Twenty-fourth street, and J. Vineberg, 523 West 143d street, New York City.

R. D. Kehoe & Co., Inc., Manhattan Borough, New York City, to make potash and chemicals, \$5,000 capital stock, has been incorporated by M. Friedman, E. Brennan, T. Abrahamson, 2 Rector street.

Thomas Laboratories, Manhattan Borough, New York City, drugs, chemicals and toilet supplies; \$50,000 capital stock, has been incorporated by V. B. Thomas, 323 East Thirty-fourth street, and E. Sefton, 74 Broadway, New York City; W. H. Stout, 83 Woodruff avenue, Brooklyn.

Stoco Sales Corporation, Manhattan Borough, New York City, to deal in soap and products, \$250,000 capital stock, has been incorporated by N. Berk, 51 Chambers street, and C. A. Martin, 305 Haven avenue, New York City; A. F. Bucher, 1770 Sixty-sixth street, Brooklyn.

United Sanitary Products Co., Inc., New York County, to manufacture disinfectants and sanitary products, \$25,000 capital stock, has been incorporated by J. A. Lichterman, 945 Faile street; T. F. Thornton, D. R. Bernstein, 100 Broadway, New York City.

Phosgene Chemical Co., Rahway, N. J., to manufacture perfumes, paints, chemical and oils, \$50,000 capital stock, has been incorporated. Philip Clarkson, of Beverly, is the agent and a stockholder to the extent of five shares. Albert Hein, of South Orange, has four shares and Benjamin DeWitt, of East Orange, has one share.

Ino Co., Fort Worth, Tex., \$15,000 capital stock, has been incorporated by W. C. Stripling, A. M. Luckett and J. R. Hogsett, for the manufacture and sale of soap and soap products.

Florence A. Immell, Inc., Brooklyn Borough, New York City, to manufacture toilet articles, drugs, chemicals, etc., \$2,000 capital stock, has been incorporated by Flora A. Starita, Kathryn Maloy, Walter F. McCann, Brooklyn.

Liberty Tooth Brush Co., Manhattan Borough, New York City, \$12,000 capital stock, has been incorporated by A. Feldman, 872 East 167th street; J. O. Morin and A. W. Gunyle.

NEW PUBLICATIONS, PRICE LISTS, ETC.

A SHORT HANDBOOK OF OIL ANALYSIS, by Augustus H. Hill. J. B. Lippincott Co., Philadelphia. Eighth edition.

This book is for the use of those familiar with the use of the usual operations of volumetric and gravimetric analysis; and this new edition has been revised to include a description of the new MacMichael viscosimeter and a means of reducing the viscosimetric readings to absolute units. The special tests, methods of analysis and description of the special oils and greases have been revised where necessary, particularly in the case of crying oils, and the methods of analysis of edible and hardened fats included so as to make the work up to date in every particular.

"TRADE ACCEPTANCES, THEIR USE AND ADVANTAGES," is

a neat and comprehensive leaflet which is being sent to its customers by S. B. Penick & Co., Inc., 254 Front street, New York. The merits of the plan are set forth briefly and tersely.

UNGERER & Co., 124 West 19th street, New York, are sending out announcements calling attention to Ozone Vanillin and Siegert's Oil Ylang Ylang, for both of which positive merits are asserted.

YEAR BOOK AMERICAN PHARMACEUTICAL ASSOCIATION FOR 1916, published at Chicago, 1918, by the General Secretary, Prof. William B. Day, has just been received. It contains the 59th annual report on the progress of pharmacy, the constitution, by-laws and roll of members, with the roster of officers, past and present.

E. I. DU PONT DE NEMOURS & Co., Wilmington, Del., have sent summaries of an address by Dr. Charles L. Reese, chemical director of the company, upon the subject: "American-made Indigo Solves the Dye Problem." Reference is made to the concern's new plant nearing completion at Deepwater Point, N. J.

RUSSELL & Co., 99 Beekman street, New York, A. C. Drury & Co., 29 West Kinzie street, Chicago, western representatives.—We have just received a new catalogue of essential oils, synthetic and aromatic chemicals, flower pomades, vanilla beans, fruit flavors and colors from this firm, which is sole agent in the United States for J. Mero & Boyveau, Laurier, Muniers, and M. & K. Kristeff Co. The company handles the Manuel Lopez Albay brand of oil ylang ylang. Special attention is given to the vanilla bean department and a feature is made of Vanirusco, a new creation for making vanilla compound or vanilla imitation. It is composed of vanilla beans, tonka, vanillin and coumarin, with the advantage to the extract manufacturer that it is water soluble.

TALCUM PUFF Co., Brooklyn, N. Y., has issued a brightly illustrated circular showing what it is doing in the way of advertising "Air Float," a talcum which it has pushed forward with much success.

ANNUAL REPORT OF THE SMITHSONIAN INSTITUTION FOR 1916, issued by the Government Printing Office, Washington, D. C., 1917.—This is a volume of more than 600 pages and contains a vast amount of valuable information in respect to scientific research. It is impossible in a brief notice to give an adequate idea of the scope of the diversified contents. Most of our readers are familiar with the work of the Institution and its reports.

V. VIVAUDOU, Inc., New York, through C. L. Nelson, sales manager, has sent out to the trade an attractive offer to the firm's customers. Greatly enlarged typewriting machine lettering is used and the entire argument that business "is not as usual" but that 1918 is "going to be a Vivaudou year" stands out in striking fashion on the large tinted sheet with the heavier brown typewriter letters. It is a novel announcement and should be effective.

ARABOL MFG. Co., 100 William street, New York, in its monthly announcement for May advises labellers to use its products on the ground that its adhesives and pastes are essential to success in business. The company declares that most successful labellers are using the adhesive products which it manufactures.

HEBREW TECHNICAL INSTITUTE, Stuyvesant and Ninth streets, New York, sends us its catalogue for 1918, marking its thirty-fifth year. The institute, which is non-sectarian, makes a splendid showing on the successful results of its

tuition in the cases of a large number of graduates, most of whom are placed in positions where they will help win the war of international freedom and democracy. The institute provides a thorough training in various mechanical trades, some of which are of vital importance to the nation at this time.

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Edward Berghausen.

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By the terms of Mr. Berghausen's will his 250 shares of stock in the company are to be divided—100 shares to his son, Edward; 50 shares each to his sons William and Alfred, and 50 shares to his son-in-law, Edward Gromme. The homestead in Cornell place, Clifton, and furniture go share and share alike to his eight children, and to equalize the bequests referred to and gifts to his children during his lifetime he gives son George all the assets of the business known as the E. Berghausen Machine Co. and \$10,000, to his son Oscar \$15,000, to his daughters, Amelia Berghausen, Louisa Schmidt and Maria Eckhardt, \$10,000 each. To his sister-in-law, Mrs. Amelia Gromme, and each of his brothers-in-law, Charles and George Gromme, he gives \$1,000 and to each of his grandchildren \$100. To the Old Men's Home on Burnet avenue he gives \$100

and to the Hanselmann Masonic Lodge No. 208 three bonds of \$100 each. All the residue is to be divided equally among his eight children. The estate is estimated at \$75,000 in personal and \$10,000 in real estate. His son, Edward J. Berghausen, is executor.

Charles R. Judge.

Charles R. Judge, known to the drug trade of the country as the senior member of the Judge & Dolph Drug Co., of St. Louis, died in St. Louis, April 27, in his 60th year. He had been in poor health for about five years. Mr. Judge possessed sterling qualities and won hosts of friends personally and in business. He was formerly vice-president of the National Association of Retail Druggists and also a director of the American Druggists' Syndicate. He was one of the founders of the Druggists' Indemnity Exchange and of the Casualty Indemnity Exchange, being chairman of the advisory committees of both these exchanges at the time of his death.

Mr. Judge's will indicates that he left an estate estimated at from \$250,000 to \$350,000. To this amount should be added life insurance of \$100,000. To J. A. Morlan and wife, both old and trusted employees, he bequeathed 50 shares of stock in the drug company, of the par value of \$5,000. One hundred shares of stock of the St. Louis Toilet Co. he left to H. W. Eddy. An uncle, William Judge, of Columbia, Mo., who is blind, receives \$500. The residue of the estate is divided into ten parts. Two parts go to a sister, Eva Violet Judge; two are to be held in trust for a nephew and namesake, Charles R. Judge; Frank E. Judge, a half brother, receives one part; two parts go to a cousin, Theodore Read; Emma E. Judge, widow of his brother, Harry F. Judge, gets one part, and two parts go to the Eddy Realty & Investment Co. His close friend, H. W. Eddy, attorney and manager of the Druggists' Indemnity Exchange, is executor of the will.

Obituary Notes.

Ripley Hitchcock, of 34 Gramercy Park, author, editor and critic, died on May 4 of heart disease in a room in the Park Avenue Hotel, to which he had been carried from the banquet hall, where his father-in-law, Charles C. Sargent, vice-president and general manager in the United States of Roger & Gallet, perfume manufacturers in France, who have lost twenty-five of their employees in the war, was giving a dinner in honor of the French "Blue Devils." Mr. Hitchcock had attended to all the arrangements for the dinner.

Charles H. Applegate, who for many years was editor and publisher of the *American Grocer*, died May 4 at his home, 131 West Ninetieth street, New York. He was eighty-six years old. Mr. Applegate had a notable career in trade journalism and left a host of friends, surviving many others who did not possess his longevity.

John Robert Mitchell, a soap manufacturer in Brooklyn and head of John R. Mitchell & Son, died at his home, 225 Clermont avenue, Brooklyn, May 5, in his 70th year.

Robert L. Woods, of the American Extract and Supply Co., New York, died on April 28. He was a valued member of the National Manufacturers of Soda Water Flavors and was highly esteemed by all who knew him.

Pleased with Attention Given to Soaps.

(From N. N. Dalton, Peet Bros. Mfg. Co., Soaps and Glycerine, Kansas City, Kansas.)

We are well pleased with the attention your publication has been giving the soap industry during the last few months.



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PATENTS AND TRADE MARKS.



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NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the scented oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Hummel Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

23,296. Method of Preparing "Zingiberone." (Methyl 3-Methoxy-4-Hydroxyphenylethyl Ketone.) Hiroshi Nomura, Sendai, Japan. Filed June 6, 1917. Serial No. 173,114.

The method of preparing zingiberone comprising adding a 10% solution of caustic soda to a solution of nillan and acetone and allowing the same to stand, then adding hydrochloric acid to the solution to obtain a precipitate, then filtering and washing the precipitate, then dissolving the precipitate in alcohol, then crystallizing the vanillalacetone out of the solution,

then dissolving the vanillalacetone crystals in ether, then reducing the solution by means of hydrogen in the presence of platinum black, then filtering off the platinum black, then evaporating the filtrate to an oil, then distilling the oil, then dissolving the distillate in a mixture of ether and petroleum ether and finally crystallizing the zingiberone out of the solution.

1,264,555.—Toilet-Powder Box.—Thomas W. S. Phillips, New York, N. Y. Filed January 25, 1917. Serial No. 144,384.

In an article of the class described, the combination of a box having a loosely fitting tray contained within the same, said tray having a flat bottom and an annular circumferential wall extending about the edge of said bottom, the bottom of said tray having a plurality of perforations grouped together and extending from the side wall of the tray toward its center, with the major portion of the bottom of the tray imperforate to form a powder spreading surface, so that rotation of the tray causes powder to pass through the perforations onto the imperforate surface, and a plurality of powder loosening protuberances on the bottom of the tray formed by forcing the material of the bottom downwardly and out of the perforations formed therein.

1,264,206.—Treatment of Animal and Vegetable Oils, Fats and Greases.—Christian F. Paul, Jr., Newark, N. J., assignor to The Spalding By-Products Co., New Haven, Conn., a Corporation of Connecticut. Filed March 17, 1916. Serial No. 84,811. Renewed December 13, 1917. Serial No. 207,006.

The method of treating grease for the purpose described, comprising emulsifying the grease and an aqueous

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and to the Hanselmann Masonic Lodge No. 208 three bonds of \$100 each. All the residue is to be divided equally among his eight children. The estate is estimated at \$75,000 in personal and \$10,000 in real estate. His son, Edward J. Berghausen, is executor.

Charles R. Judge.

Charles R. Judge, known to the drug trade of the country as the senior member of the Judge & Dolph Drug Co., of St. Louis, died in St. Louis, April 27, in his 60th year. He had been in poor health for about five years. Mr. Judge possessed sterling qualities and won hosts of friends personally and in business. He was formerly vice-president of the National Association of Retail Druggists and also a director of the American Druggists' Syndicate. He was one of the founders of the Druggists' Indemnity Exchange and of the Casualty Indemnity Exchange, being chairman of the advisory committees of both these exchanges at the time of his death.

Mr. Judge's will indicates that he left an estate estimated at from \$250,000 to \$350,000. To this amount should be added life insurance of \$100,000. To J. A. Morlan and wife, both old and trusted employees, he bequeathed 50 shares of stock in the drug company, of the par value of \$5,000. One hundred shares of stock of the St. Louis Toilet Co. he left to H. W. Eddy. An uncle, William Judge, of Columbia, Mo., who is blind, receives \$5,000. The residue of the estate is divided into ten parts. Two parts go to a sister, Eva Violet Judge; two are to be held in trust for a nephew and namesake, Charles R. Judge; Frank E. Judge, a half brother, receives one part; two parts go to a cousin, Theodore Read; Emma E. Judge, widow of his brother, Harry F. Judge, gets one part, and two parts go to the Eddy Realty & Investment Co. His close friend, H. W. Eddy, attorney and manager of the Druggists' Indemnity Exchange, is executor of the will.

Obituary Notes.

Ripley Hitchcock, of 34 Gramercy Park, author, editor and critic, died on May 4 of heart disease in a room in the Park Avenue Hotel, to which he had been carried from the banquet hall, where his father-in-law, Charles C. Sargent, vice-president and general manager in the United States of Roger & Gallet, perfume manufacturers in France, who have lost twenty-five of their employees in the war, was giving a dinner in honor of the French "Blue Devils." Mr. Hitchcock had attended to all the arrangements for the dinner.

Charles H. Applegate, who for many years was editor and publisher of the *American Grocer*, died May 4 at his home, 131 West Ninetieth street, New York. He was eighty-six years old. Mr. Applegate had a notable career in trade journalism and left a host of friends, surviving many others who did not possess his longevity.

John Robert Mitchell, a soap manufacturer in Brooklyn and head of John R. Mitchell & Son, died at his home, 225 Clermont avenue, Brooklyn, May 5, in his 70th year.

Robert L. Woods, of the American Extract and Supply Co., New York, died on April 28. He was a valued member of the National Manufacturers of Soda Water Flavors and was highly esteemed by all who knew him.

Pleased with Attention Given to Soaps.

(From N. N. Dalton, Peet Bros. Mfg. Co., Soaps and Glycerin, Kansas City, Kansas.)

We are well pleased with the attention your publication has been giving the soap industry during the last few months.

PATENTS AND TRADE MARKS.



1264555



86840



99240



105546



105773



105896

PURI-TIS

106121

O-L-G-A

106762



107453



101455

PALS

107502



107755



108662



107717



108836

Mysterious



108899

JASINE

109173

AMERIS

Cre-mis

109242

PRINCESS CHARMING

109256



109266

COTAN

108849

CHAMOIS
SKIN

109353

ROCU

109384

INCOGNITO

109260

TONO
SCALPA

109503

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,268,796. Method of Preparing "Zingiberone," (Methyl 3-Methoxy-4-Hydroxyphenylethyl Ketone.) Hiroshi Nomura, Sendai, Japan. Filed June 6, 1917. Serial No. 173,114.

The method of preparing zingiberone comprising adding a 10% solution of caustic soda to a solution of vanillin and acetone and allowing the same to stand, then adding hydrochloric acid to the solution to obtain a precipitate, then filtering and washing the precipitate, then dissolving the precipitate in alcohol, then crystallizing the vanillalacetone out of the solution,

then dissolving the vanillalacetone crystals in ether, then reducing the solution by means of hydrogen in the presence of platinum black, then filtering off the platinum black, then evaporating the filtrate to an oil, then distilling the oil, then dissolving the distillate in a mixture of ether and petroleum ether and finally crystallizing the zingiberone out of the solution.

1,264,555.—Toilet-Powder Box.—Thomas W. S. Phillips, New York, N. Y. Filed January 25, 1917. Serial No. 144,384.

In an article of the class described, the combination of a box having a loosely fitting tray contained within the same, said tray having a flat bottom and an annular circumferential wall extending about the edge of said bottom, the bottom of said tray having a plurality of perforations grouped together and extending from the side wall of the tray toward its center, with the major portion of the bottom of the tray imperforate to form a powder spreading surface, so that rotation of the tray causes powder to pass through the perforations onto the imperforate surface, and a plurality of powder loosening protuberances on the bottom of the tray formed by forcing the material of the bottom downwardly and out of the perforations formed therein.

1,264,206.—Treatment of Animal and Vegetable Oils, Fats and Greases.—Christian F. Paul, Jr., Newark, N. J., assignor to The Spalding By-Products Co., New Haven, Conn., a Corporation of Connecticut. Filed March 17, 1916. Serial No. 84,811. Renewed December 13, 1917. Serial No. 207,006.

The method of treating grease for the purpose described, comprising emulsifying the grease and an aqueous

solution of an alkali peroxide whereby the grease is finely divided and intimately mixed with the peroxide solution, treating the emulsion with a suitable acid to produce a water-soluble salt of the alkali, and separating the grease from the solution of such salt.

1,264,572.—Process of Separating Potassium Salts from Mother-Liquor Salts.—Guy Sterling, Salt Lake City, Utah. Filed September 17, 1917. Serial No. 191,846. (Cl. 23—22.)

The process of extracting potassium salts from mother liquor salts obtained from salt brines, consisting in heating, with stirring, a suitably proportioned, finely powdered and intimately mixed mixture of mother liquor salt, silica and limestone; until the magnesium and the sodium of the sodium sulphate contained in the mother liquor salts and the calcium of the limestone chemically combine with the silica; subliming the potassium salts and the sodium chloride, and condensing by suitable means the sublimed salts, producing a mixture relatively rich in potassium salts.

TRADE MARK REGISTRATIONS GRANTED.

- 121,139.—Certain Named Foods.—A. H. Perfect & Co., Fort Wayne, Ind. Filed November 17, 1917. Serial No. 107,440. Published January 22, 1918.
- 121,143.—Certain Named Foods.—The Rheinstrom Bros. Co., Cincinnati, O. Filed September 8, 1917. Serial No. 106,144. Published January 22, 1918.
- 121,156.—Preparation in Paste Form for the Hair and Scalp.—Madame M. Brooks, Des Moines, Ia. Filed September 6, 1917. Serial No. 106,106. Published February 5, 1918.
- 121,158.—Laundry Soap.—Wilbur S. Burns, Grand Rapids, Mich. Filed October 17, 1917. Serial No. 106,803. Published January 29, 1918.
- 121,193.—Foot-Powder.—Lynn Rubber Manufacturing Co., Lynn, Mass. Filed June 20, 1917. Serial No. 104,554. Published February 5, 1918.
- 121,227.—Soluble Washing Compound for Washing Clothes and Textile Fabrics.—Waldemar Kalitzky, Milwaukee, Wis. Filed November 19, 1917. Serial No. 107,469. Published January 29, 1918.
- 121,229.—Certain Named Foods.—G. H. Wetterau & Sons Grocer Co., St. Louis, Mo. Filed August 21, 1917. Serial No. 105,784. Published December 18, 1917.
- 121,230.—Liquid Soap.—Wilson Chemical Co., Council Bluffs, Iowa. Filed December 6, 1917. Serial No. 107,797. Published January 29, 1918.
- 121,249.—Toilet Lotion for Relieving Chapped and Rough Skin.—Max Block, Buffalo, N. Y. Filed January 16, 1918. Serial No. 108,486. Published February 12, 1918.
- 121,270.—Hair-Dye.—Paul F. Deford, Pasadena, Cal. Filed June 27, 1917. Serial No. 104,714. Published February 12, 1918.
- 121,280.—Toilet Preparations—viz.: Perfumes, Cosmetics and Hair-Restorers.—Leon E. Faehner, New York, N. Y. Filed December 26, 1917. Serial No. 108,143. Published February 12, 1918.
- 121,288.—Certain Named Toilet Preparations.—Gerhard Mennen Chemical Co., Newark, N. J. Filed December 7, 1917. Serial No. 107,811. Published February 5, 1918.
- 121,290.—Medicinal Preparations for Treatment of the Scalp and Hair.—Joseph Haigh, Kansas City, Kans. Filed November 23, 1917. Serial No. 107,552. Published February 12, 1918.
- 121,300.—Certain Named Toilet Preparations.—Independent Drug Co., Chicago, Ill. Filed December 18, 1917. Serial No. 108,039. Published February 12, 1918.
- 121,303.—Coffee, Tea and Flavoring Extracts for Foods.—The Jones Thierhack Co., San Francisco, Cal. Filed October 2, 1917. Serial No. 106,565. Published February 5, 1918.
- 121,306.—Hair-Tonic.—Arnold Krauss, Los Angeles, Cal. Filed November 6, 1917. Serial No. 107,199. Published January 29, 1918.
- 121,313.—Toilet Cream and Dental Cream.—The William S. Merrell Chemical Co., Cincinnati, O. Filed October 4, 1917. Serial No. 106,607. Published January 29, 1918.
- 121,315.—Toilet Creams.—Albert Minty, London, England. Filed November 2, 1917. Serial No. 107,120. Published January 29, 1918.

- 121,319.—Linseed-Oil. National Lead Co., New York, N. Y. Filed November 10, 1917. Serial No. 107,285. Published January 22, 1918.
- 121,342.—Certain Named Foods.—Schnull & Co., Indianapolis, Ind. Filed November 28, 1917. Serial No. 107,352. Published February 5, 1918.
- 121,352.—Dyes Combined with Soap.—Sunbeam Chemical Co., Chicago, Ill. Filed October 15, 1917. Serial No. 106,781. Published January 29, 1918.
- 121,386.—Tooth-Paste, Liquid Tooth-Wash and Dental Soap.—Henry Willard Allen, Ridgefield, Conn. Filed November 15, 1917. Serial No. 107,378. Published February 12, 1918.
- 121,397.—Face-Powder, Toilet Waters, Rouge, Lip-Sticks, Perfumes, Eyebrow-Pencils and Pomades.—A. Bourgeois & Co., Inc., New York, N. Y. Filed May 18, 1917. Serial No. 103,915. Published February 19, 1918.
- 121,409.—Soaps.—Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed July 9, 1917. Serial No. 104,923. Published February 5, 1918.
- 121,454.—Laundry Bath and Toilet Soap.—James S. Kirk & Co., Chicago, Ill. Filed May 24, 1916. Serial No. 95,390. Published November 13, 1917.
- 121,458.—Soap.—Lautz Bros. & Co., Buffalo, N. Y. Filed August 10, 1916. Serial No. 97,250. Published February 19, 1918.
- 121,463.—Soap and Scouring Compound.—Lever Bros. Co., Portland, Me., and Cambridge, Mass. Filed January 2, 1918. Serial No. 108,254. Published February 12, 1918.
- 121,471.—Shaving-Cream in the Nature of Shaving-Soap.—The William S. Merrell Chemical Co., Cincinnati, O. Filed May 4, 1917. Serial No. 103,537. Published February 19, 1918.
- 121,473.—Certain Named Foods.—The Morey Mercantile Co., Denver, Colo. Filed December 26, 1917. Serial No. 108,160. Published February 12, 1918.
- 121,481.—Scalp Remedy and Hair-Tonic.—Nicholas Ottaviano, Pittsburgh, Pa. Filed December 7, 1917. Serial No. 107,816. Published February 5, 1918.
- 121,487.—Olive Oil.—George P. Papadopoulos, New York, N. Y. Filed November 2, 1917. Serial No. 107,122. Published February 12, 1918.
- 121,529.—Shaving Stick, Powder, Cream, Liquid and Shaving-Cake Soaps, and also Toilet Soaps.—The J. B. Williams Co., Glastonbury, Conn. Filed May 17, 1916. Serial No. 95,213. Published February 12, 1918.
- 121,532.—Perfumes, Face-Powders, Brilliantines, Hair-Tonics, Hair Dressings and Dentifrices.—Yardley & Co. Ltd., London, England. Filed October 12, 1917. Serial No. 106,749. Published February 5, 1918.

TRADE MARK REGISTRATION RENEWED.

- 15,394.—A Granulated Washing Powder.—The Riverside Soap Co., Paterson, N. J.; United Drug Co., Boston, Mass., a corporation of New Jersey, assignee. Registered April 24, 1888. Renewed April 24, 1918.

TRADE MARK REGISTRATIONS CANCELLED.

- 107,228.—Face-Powder.—Adolph Klar, New York, N. Y. Registered November 16, 1915. Canceled April 15, 1918.
- 117,346.—A Compound to be Dissolved in Water to Form Soap to Clean Fabrics.—James W. Mitchell, Russellville, Ala. Registered July 3, 1917. Canceled April 15, 1918.

TRADE MARK REGISTRATIONS APPLIED FOR.

- 86,840.—Seibert Mfg. Co., Camden, N. J. (Filed May 1915. Used since April, 1914.)—A Detergent in Granular Form to Be Used as an Aid to Soap for Washing Purposes.
- 99,240.—Electric Appliance Co., Chicago, Ill. (Filed November 11, 1916. Used since about August 1, 1898.)—Auto Oil-Soap, Cream, Metal-Polish and Hand Cleaners.
- 105,546.—The Morell Manufacturing Company, Denver, Colo. (Filed August 8, 1917. Used since November 15, 1916.)—Soaps in Paste, Powder, Cake, or Liquid Form.
- 105,773.—Ginnetti Manufacturing Company, Washington, D. C. (Filed August 21, 1917. Used since June 1, 1917.)

ESSENTIAL OIL INDUSTRY CENSUS.

(Continued from page 80.)

production of oil of peppermint for 1914 comprises 254,793 pounds of crude oil, valued at \$353,076, and 109,198 pounds of refined oil, valued at \$248,541. In 1909 there were reported 269,081 pounds of crude peppermint oil, valued at \$450,981, and 36,700 pounds of refined oil, valued at \$68,098. The production of oil of spearmint increased from 33,400 pounds in 1909 to 94,209 pounds in 1914, valued at \$238,074. There was considerable decrease in some of the less important products reported, such as oils of black birch, wintergreen, wormwood, and tansy. Of black birch the 1914 production was 41,178 pounds, valued at \$67,691; of wintergreen, 6,000 pounds, valued at \$24,538. No oil of spruce was reported for 1914, and the statistics for tansy were included with "other essential oils" to avoid the disclosure of individual operators.

The group "other essential oils" includes, in addition to oils of sassafras, cedar, pennyroyal, and tansy specifically called for on the schedule of inquiry, considerable quantities of the oils of sandalwood, camphor, cloves, parsley, patchouli, lemon and orange. This group shows a value of \$348,522, a gain of \$10,000 over 1909.

Michigan was the chief producer of crude peppermint and spearmint oils, while New York reported the largest proportion of these products in a refined state. Connecticut reported the greatest production of oil of black birch; Pennsylvania, of oil of wintergreen; and New York, of oil of wormwood. Indiana shows a large increase in the production of essential oils, principally oil of peppermint.

The production of witch hazel extract increased very materially from 1909 to 1914, Connecticut, New Hampshire and Pennsylvania being the leading states. Of witch hazel 917,690 gallons were produced in 1914, valued at \$575,938. The 1909 production was \$691,823 gallons.

A comparative summary by states is given herewith, comparison being made with 1909: In 1914 the number of establishments was divided as follows: Indiana, 29, a gain of 21; Michigan, 53, a gain of 30; New York, 5, a decrease of 1; all other states 18, a loss of 13. Persons engaged: Indiana, 105; Michigan, 110; New York, 23; all other states, 197. Cost of materials: Indiana, \$18,000; Michigan, \$226,000; New York, \$132,000; other states, \$1,189,000. Value of products: Indiana, \$102,000; Michigan, \$492,000; New York, \$171,000; other states, \$1,549,000.

The report shows that eleven establishments are devoted to the manufacture of witch hazel extract, distributed as follows: Connecticut, 6; New York, 2; New Hampshire, 2; Pennsylvania, 1.

Value of products.—The amounts given under this heading represent the selling value or price at the factory of all products manufactured during the year, which may differ from the value of the products sold.

Cost of manufacture and profits.—The census data do not show the entire cost of manufacture, and consequently can not be used for the calculation of profits. No account has been taken of interest or depreciation, rent of offices and buildings other than factory or works, insurance, ordinary repairs, advertising, and other sundry expenses.

Oil of Lemon Protest Sustained.

No. 41,855.—LEMON OIL.—Oil of lemon put up in bottles containing less than 2½ pounds gross weight, classified as a chemical or medicinal preparation under paragraph 17, tariff act of 1913, is claimed dutiable as lemon oil at 10 per cent. under paragraph 46. Opinion by G. A. Brown. Following the principle laid down in *Monticelli v. United States* (8 Ct. Cust. App., —; T. D. 37,162) the merchandise in question was held dutiable under paragraph 46, as claimed.

Appreciates the Perfumer Very Much.

(From the Beardsley Specialty Co., Rock Island, Ill.)

Enclosed find \$1 for which kindly renew our subscription to your valued magazine. We appreciate it very much and are glad to renew.

—Scalp Remedies, a Liquid Preparation Used in Treatment of the Hair.

05,406.—Thomas G. Hitt, Seattle, Wash. (Filed August 27, 1917. Used since February 1, 1917.)—Perfumes.

06,121.—Puri-tis Chemical Co. Detroit, Mich. (Filed September 7, 1917. Used since August 28, 1917.)—Hair-Tonic.

06,762.—Mrs. Minnie Starnes, St. Louis, Mo. (Filed October 13, 1917. Used since January 2, 1915.)—A preparation for Cleaning the Scalp of the Head and Pressing and Cleaning the Hair.

07,453.—African Association Limited, Liverpool, England. (Filed November 19, 1917. Used since about the year 1897.)—Palm-Oil, Palm-Kernels, and Cocoa for Food Purposes.

07,455.—African Association Limited, Liverpool, England. (Filed November 19, 1917. Used since about 1889.)—Palm-Oil, Palm-Kernel Oil, and Ground-Nut Oil for use as Fuel, Illuminating, for Lubricating Purposes.

07,502.—Bernard B. Forquer, Joliet, Ill. (Filed November 21, 1917. Used since September 1, 1917.)—Foot and Bath Tablets.

07,717.—The Beau-Site Company, New York, N. Y. (Filed December 8, 1917. Used since November 1, 1917.)—Borax, Witch-Hazel, Ammonia, Toilet Vinegars, Hydrogen Peroxide, Beeswax, Camphor, Pomades, Nail Preparations, Perfumes; Face, Bath, and Sachet Powders; Toilet Waters; Bay-Rum; Bath-Salts, Talcum Powders; Hair Preparations—viz., Hair-Tonics, Hair-Dressings, and Depilatories; Toilet Creams, Lotions, Dentifrices, Eyebrow-Pencils, Bitters for Mixing Purposes, Salt, Colorings for Food.

07,755.—Ellen W. Pheiffer, Parkersburg, W. Va. (Filed December 4, 1917. Used since April 1, 1906.)—A Hair-Tonic.

07,846.—Morey Bros., Evanston, Ill. (Filed December 8, 1917. Used since November 23, 1917.)—A Washing Compound Consisting of a Preparation in Powder Form for Use as an Aid to Remove Soil from Fabrics.

08,662.—Madam Nannie Bond, Bessemer, Ala. (Filed January 28, 1918. Used since March 15, 1911.)—A Hair-Grower.

08,836.—Never-Tel Laboratories Company, Kansas City, Mo. (Filed February 5, 1918. Used since June 1, 1917.)—A Hair-Dye.

08,849.—Colgate & Co., Jersey City, N. J. (Filed February 6, 1918. Used since December 22, 1917.)—Soap for Cleaning and Preserving Leather Goods and Imitation-Leather Goods.

08,899.—John M. Schinke, Des Moines, Iowa. (Filed February 8, 1918. Used since March 1, 1917.)—A Hair-Tonic.

09,173.—Leon Gawurin, New York, N. Y. (Filed February 23, 1918. Used since July 1, 1909.)—Face-Powder.

09,242.—Aurelius S. Hinds, Portland, Maine. (Filed February 27, 1918. (Used since February 2, 1918, on face-powder and December 16, 1916, on talcum powder.)—Face-Powder and Talcum Powder.

09,256.—Harriet Hubbard Ayer, New York, N. Y. (Filed February 28, 1918. Used since January 4, 1908.)—All perfume, toilet manufacturing preparations.

09,260.—Harriet Hubbard Ayer, New York, N. Y. (Filed February 28, 1918. Used since July 10, 1912.)—All perfume, toilet manufacturing preparations.

09,266.—The Beau-Site Company, New York, N. Y. (Filed February 28, 1918. Used since December 10, 1917.)—Toilet Soap, Shaving-Soap, and Shaving-Cream.

09,353.—Crystal Soap Company, Milwaukee, Wis. (Filed March 4, 1918. Under ten-year proviso. Used since July 14, 1887.)—Toilet Soaps.

09,384.—Mrs. Keturah Ralph Ellis, Louisville, Ky. (Filed March 5, 1918. Used since February 15, 1918.)—Ointment to be applied to the Scalp to Promote the Growth of Hair.

09,501.—International Drug Company, Wilmington, Del. (Filed March 11, 1918. Used since October 27, 1916.)—Toilet Soap.

09,503.—Julius R. Jones, Richmond, Va. (Filed March 11, 1918. Used since August, 1912.)—A Scalp Preparation.

FOREIGN CORRESPONDENCE AND MARKET REPORT

DUTCH EAST INDIES.

EXPORT EMBARGOES.—Consul General Fuller has reported from Batavia, Java, in a cablegram of May 6, that the Government of the Dutch East Indies had on that day prohibited the exportation of copra, petroleum, vegetable oils, etc., except under license.

FRANCE.

WAR TAX ON PERFUMERY, ETC.—Copies of the *Journal Officiel* containing the new French war taxes on luxuries have just been received. In the list of articles taxed ten per cent. of the retail price, irrespective of price, is this item: "Perfumery (rouge, scents, essences, extracts, etc.), excluding soaps and dentifrices." In the list taxing above a specified retail price are the following: Soap, the cake, on excess of selling price of 2 francs; dentifrice, the litre, in excess of 15 francs; toilet preparations containing alcohol, above 15 francs.

GREAT BRITAIN.

CHANGES IN EXPORT LIST.—The *London Gazette* of April 12 announces (1) *That the following headings should be deleted from the list of prohibited exports:* (c) balsams; (a) resins, resinous substances (except such as contain caoutchouc), and articles containing resins and resinous substances; (c) spices and mixtures thereof (except pepper); (b) wool grease. (2) *That the following headings should be added:* (a) Balsams; (a) gums, not otherwise specifically prohibited; (a) oils, fish, and articles, mixtures, and preparations containing such oils; (a) pepper; (a) resins, resinous gums and resinous substances (except such as contain caoutchouc), and articles containing them; (a) spices and mixtures thereof; (a) wool grease and articles and mixtures containing wool grease.

ITALY.

LEMON CITRATE AND ESSENCE IN EASTERN SICILY.—Consul Robertson Honey at Catania reports as follows:

"The production of citrate of lime during the last year has been large (exact figures not yet available); the corresponding by-product, lemon essence, is available here in large quantities and at a low-record price. Difficulty in transportation of the lemons to points abroad, coupled with the perishable nature of the raw fruit if warehoused indefinitely, seems to have influenced growers to dispose of their holdings to citrate works, especially in view of what is considered a high price, locally, for the citrate.

"There is considerable stock of old essence on hand and the demand therefor is not great. This stock has undoubtedly been added to by this year's output, and experts suggest the possibility of an overstocked market. The current prices for lemon essence are the lowest quoted in the records of this consulate.

"The quality of this year's lemon essence is even more unusual than that of last year, the optical rotation being the highest on record, all samples analyzed running be-

(Continued on page 100.)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

A sweeping advance in the spot quotations for geranium oil has overshadowed all other developments in the essential oil situation during the period under review. The limitation on supplies is acute and the market has scored an advance to \$8.00 and \$8.50 a pound for the African and \$7.50@7.75 for the Bourbon. Even at these which are now the minimum prices, geranium oil looks cheap for the cost of laying down. The African oil has risen to a level of \$10.00 a pound in consequence of which a few holders have refused to part with any of it for less than \$10.00 and \$12.00 a pound.

Increasing difficulties of obtaining adequate supplies of raw material have contributed in a measure to the generally stronger situation which appears to have developed throughout the essential oil line. New import restrictions providing that the Governments of Great Britain, France, Italy and Belgium pass upon the advisability of releasing all proposed exports before licenses are granted to shippers have been a market feature of importance.

Strictures on the importation of Chinese and Ceylon raw material for cassia oil distillation have been greater, and as the demand for this oil has steadily increased importers have raised their asking quotations until a level of \$2.25 and \$2.30 has been attained on the 75 to 80 per cent, while the lead-free and redistilled descriptions have been raised sympathetically.

Spot supplies of otto of rose have been further reduced according to holders and the quotation has been advanced to \$28.00 an ounce against \$25.00 previously. Rosemary flowers oil is also materially higher the latest quotations for the French being \$1.00 a pound, while the Spanish variety has advanced to 85@90 cents.

As a general rule most essential oil products from France, Spain and the Dutch East Indies are held at higher prices. Java cananga oil has been raised to a level of \$6.00 and the rectified is higher at \$6.50 a pound. Spanish red thyme oil is 10 cents higher at \$1.75@1.80, while Bourbon vetiver oil shows an appreciation of \$1.00 to \$15.00. Boisé de rose femelle is somewhat higher the latest offering price being on the basis of \$4.75 @ \$5.00 a pound.

The various Sicilian essential oils appear to be about unchanged in prices. The arrivals of lemon oil from Messina have tended to keep the market rather easy with offers from holders at from \$1.05 to \$1.10 as a quantity. The tone in bergamot is somewhat easier and offers are coming out at \$5.50@5.75. Demand from soap makers has only been fair.

Restrictions placed on export trading are having their influence on the general list of domestic essences. Easier conditions are prevailing on peppermint oil which is being offered down to \$2.95@3.00 a pound. The production of peppermint and wintergreen in Michigan may be curtailed to an extent during the coming season owing to the necessity for cultivating other crops. The tone in wormseed is decidedly firmer at \$9.50@9.75 a pound.

In the market for sundries and aromatic chemicals chief interest attaches to the precipitate rise in genuine Tonquin musk to a level of \$35.00@40.00. This followed the clearance of all stocks in one important quarter at \$37.00. Supplies are so limited as to render quotations merely nominal. The artificial white crystal product is higher in sympathy at \$85.00 for the Ambrette.

Coumarin is an important feature in the list of flavoring agents. Sales have been made up to \$32.00 and

(Continued on page 100.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.			
Almond Bitter....per lb.	\$13.00-13.25	Origanum .....	.21-.25
" F. P. A.	13.50-14.00	Orris Root, concrete, foreign (oz.)	5.15-5.25
" Artificial	5.00-5.50	Orris Root, concrete, domestic (oz.)	4.50-5.00
" Sweet True	1.30-1.50	Orris Root, absolute (oz.)	40.00-45.00
" Peach-Kernel ..	.37½-40	Parsley	8.00
Amber, Crude	1.30-1.50	Patchouly	28.00-30.00
" Rectified	1.75-1.85	Pennyroyal, American ..	1.65-1.75
Anise	1.10-1.15	" French	1.25-1.30
" Lead free	1.20-1.25	Peppermint	3.00-3.45
Aspic (Spike) .....	.95-1.40	" redistilled ..	3.20-3.45
Bay, Porto Rico	2.40-2.50	" twice rectified ..	3.75-3.90
Bergamot, 35-36% ..	5.50-5.75	Petit Grain, So. American	3.50-3.75
Birch (Sweet)	2.30-2.50	" French	6.50-8.00
Birchtar, Crude .....	.80	Pimento	2.85-3.00
" Rectified	2.50	Pine Needles, from Pinus	2.25- —
Bois de Rose, Femelle...	4.75-5.00	Sylvestus	28.00
Cade	1.00-1.15	Rose, Bulgarian (oz.) ..	25.00-28.00
Cajeput .....	.75-.85	" French	1.00
Calamus	5.00	Rosemary, French .....	.85-.90
Camphor, Jap., "white" ..	.18-.20	" Spanish	4.00-4.50
Cananga, Java	6.00	Rue	4.25
" Rectified	6.50	Sage .....	.40-.45
Caraway Seed	8.00-8.50	Safrol	13.50-14.00
Cardamon	27.50	" West India	nominal
Carvol	15.00	Sassafras, artificial ..	.34-.37½
Cassia, 75-80% Technical	2.25-2.60	" natural	2.00-2.10
" Lead Free	2.45-2.75	Savin, French	6.00-6.50
" Redistilled	2.85-2.90	Snake Root	15.00-21.00
Cedar Leaf	1.25-1.35	Spearmint	3.50-3.60
" Wood .....	.19-.20	Spruce	1.20-1.25
Celery	20.00-22.00	Tansy	3.25-3.50
Cinnamon, Ceylon	20.00-22.00	Thyme, French, red ..	1.75-1.80
Citronella, Ceylon .....	.51-.53	" " white ..	1.75-1.80
" Java .....	.75-.85	" Spanish red ..	1.75-1.80
Cloves, Zanzibar	3.25-3.35	Vetivert Bourbon	16.00-17.00
" Bourbon	4.00-4.10	Wintergreen, (genuine	4.25-4.50
Copaiba	1.05-1.10	gaultheria)	9.50-9.75
Coriander	22.00-22.50	Wormseed	4.25-4.50
Croton	1.35	Wormwood	12.00-15.00
Cubebs	7.00-7.25	Ylang-Ylang, Bourbon ..	26.00-32.00
Cumin	9.00-11.00	" Manila	26.00-32.00
Erigeron	2.25-2.35	AROMATIC CHEMICALS.	
Eucalyptus, Australian, 70%	.60-.65	Acetophenone	nominal
Fennel, Sweet	3.75-4.50	Amyl Salicylate, dom...	2.75-3.50
Geranium, African	8.00-10.00	" for. ..	7.00-8.00
" Bourbon	7.50-7.75	Anethol	2.75-3.00
" Turkish (palma	4.75-5.00	Anisic Aldehyde	6.40-6.75
roza)	8.00-8.25	Benzaldehyde, domestic.	4.25- —
Ginger	2.15	" F. F. C.,	5.00-5.50
Gingergrass	6.00-6.25	domestic	5.00-5.50
Guaiaac (Wood)	1.20-1.35	" foreign	nominal
Hemlock	1.20-1.35	" Alcohol	5.75- —
Juniper Berries, Rectified	12.00-13.25	" Benzoate	10.00-11.00
Lavender, English	24.00	Borneol	4.00
" Fleurs	5.25-5.50	Bornylacetate	4.50
" Spanish	1.00-1.10	Bromostyrol	nominal
Lemon	1.05-1.15	Cinnamic Acid	nominal
Lemongrass	1.35-1.45	" Alcohol	42.00- —
Limes, distilled	2.10-2.25	" Aldehyde	3.60- —
" expressed	5.50-5.75	Citral	3.50-3.75
Linaloe	2.95-3.00	" C. P.	3.75
Mace, distilled	2.30-2.50	Citronellol, domestic ..	nom.-24.00
Mustard, genuine	30.00-32.00	" foreign	24.00- —
" artificial	22.00-22.50	Cumarin, natural	nominal
Neroli, petale	60.00-90.00	" artificial, dom...	30.00-32.00
" artificial	18.00-24.00	" artificial, for...	—
Nutmeg	2.40-2.50		
Opoponax	nominal		
Orange, bitter	1.85-2.00		
Orange, sweet, Italian ..	\$2.60-2.85		
" sweet, W't Ind.	1.80-2.00		
		Diphenylmethane	nominal
		Diphenyloxide	5.00
		Ethyl Cinnamate	nominal
		Eucalyptol	1.50- —
		Heliothropine, domestic ..	5.75-6.00
		Eugenol	5.00-5.25
		Geraniol, domestic	4.50-5.00
		" foreign	—
		" from palma rosa ..	—
		Geranyl Acetate	7.75-8.00
		" foreign	nominal
		Indol, C. P. ....(oz.) ..	nominal
		Iso-Butyl-Salicylate	nominal
		Iso-Eugenol	8.90
		Linalol, from bois de rose	6.50-7.00
		Linalyl Acetate	—
		" Benzoate	nominal
		Methyl Anthranilate	nom.-65.00
		" Cinnamate	7.25
		" Heptenone	10.00-12.00
		" Heptene Carbon	nominal
		" Paracresol	16.00
		" Salicylate .....	.85-.95
		Mirbane, rect. drums....	.21-.22
		Musk Ambrette	85.00
		" Ketone	50.00
		" Xylene	28.00
		Nonylic Alcohol	nominal
		Phenylacetaldehyde	70.00
		Phenylethyl Alcohol ..	45.00
		Phenylacetic Acid	nominal
		Rhodinol, domestic	nominal
		" foreign	25.00- —
		Skatol, C. P. ....(oz.) ..	nominal
		Terpineol, domestic .....	.50-.60
		Terpinyl Acetate	3.00-3.25
		Thymol	16.00-16.50
		Vanillin .....	.85-.90
		Violet, Artificial	10.00-12.00
		BEANS.	
		Tonka Beans, Angostura	.90-1.00
		" Para .....	.65-.70
		Vanilla Beans, Mexican.	4.00-6.50
		" Cut	3.00-3.50
		" Bourbon	2.15-2.50
		" Cut	1.75-2.00
		" Tahiti ..	1.35-1.50
		SUNDRIES.	
		Alcohol, cologne spirits,	4.90-5.00
		gallon	12.00-15.00
		Ambergris, black ....(oz.)	25.00-28.00
		" gray .....	.05-.10
		Chalk precipitated	2.50-2.65
		Civet, horns ....(oz.) ..	.39-.55
		Lanolin	3.30-3.40
		Menthol	25.00-28.00
		Alusk, Cab. pods ....(oz.)	25.00-28.00
		" grains ..	35.00-40.00
		" Tonquin, pods ..	24-25
		" grains ..	27-28
		Orris Root, Florentine,	.24½
		whole	nominal
		Orris Root, powd. and	nominal
		gran	15.00-22.00
		Rice starch	
		Talc, Italian ....(ton)	
		" French	
		" Domestic	

THE MARKET.

(Continued from page 98.)

the range extends from \$30.00 to \$32.00. Citral is higher at \$3.50@3.75; while linalol from bois de rose has risen to \$6.50 @ \$7.00. Free offers of domestic geraniol have come to light and the market is weaker at \$6.50@ \$7.00.

Vanilla Beans.

Importers of Mexican vanilla beans have been flatly turned down by the State Department in their request for permission to effect some shipments of Mexican vanilla beans by a round-about steamer route. Washington has reaffirmed its position that Mexican vanilla beans are on the import embargo list on and after May 13 and that all shipments must now positively come via rail to New York.

The vanilla bean market had been hanging in a state of suspended animation for months pending the outcome of negotiations between importers and Government authorities with respect to some modification of the order, but the authorities have evidently taken the attitude that vanilla beans are more or less of a luxury and that the steamer space for transporting them cannot be spared.

Future importations of Mexican vanilla beans are now very much in doubt owing to the transportation difficulties. To effect rail shipments of the beans from the producing sections involves a rail haulage of more than 3,000 miles, to say nothing of the exorbitant freight charges involved in shipping the beans in this manner. In many quarters of the trade it is not regarded as at all feasible to ship vanilla beans by rail from Mexico in view of the dangerous possibilities involved.

The consensus among vanilla bean operators appears to be that importations of vanilla beans will either be entirely discontinued or indefinitely prolonged until such time as the freight space is obtainable. The method of shipping by rail which has been ordered by the State Department is regarded as difficult, costly and dangerous, if not a practical impossibility.

For example importers are at a loss to estimate what insurance rates against brigandage and pilfering along the Mexican railways will be. Nothing definite can be guaranteed as to whether arrivals will be effected or not, it appears certain that clauses will have to be inserted in all new crop contracts that increased charges of transportation will have to be stood by the buyer and that all contracts will have to be made subject to safe arrival.

Meantime it is a between season's situation in the local vanilla bean market. The amount of old crop Mexican vanilla beans remaining in this market is practically negligible in comparison with the known requirements of the trade. Offering prices for whole beans are on a basis of \$4.00 to \$6.00 a pound, while cuts are held at the firm level of \$3.00 to \$3.50 a pound as to quality and quantity.

Late wires from producing sections in Mexico report that the new crop of Mexican vanilla beans has been coming along fairly well considering the state of unrest prevailing in the country. The total crop will be rather less than normal according to all accounts and the bulk of the curing of new crop goods will not be finished until about June-July. It is understood that a quantity of Mexican cut beans have been held back for higher prices. It is pointed out therefore that all talk of low priced new crop cuts in this market has been mere gossip.

There has been a comparatively good demand for Bourbon vanilla beans in the local market, but prices have weakened down to \$2.15 to \$2.50 for the whole beans, and \$1.75 to \$2.00 a pound for cut beans in consequence of the comparatively heavy arrivals which have been noted here within the past few weeks. The bulk of the arrivals have apparently been taken up, however, and late cables from Marseilles report that

higher prices have been established in the French markets, so that the expectation is that the market may turn stronger again momentarily. Buyers are anticipating much uncertainty with respect to the Mexican crop and many of them have determined to utilize the Bourbon beans.

South American vanilla beans are weaker, with offers down to \$2.25 to \$2.50 a pound. Arrivals are reported to have reached considerably larger proportions.

FOREIGN CORRESPONDENCE.

(Continued from page 98.)

tween 61° and 66° and even more and the majority showing 62° or more. The low percentage of citral accompanying high optical rotation is noted again this year, and the eminent Messina chemist, Prof. Alex. H. Bennett, forecasts that the average of the whole year will be well under 4 per cent."

OLIVE OIL.—The Gazette Ufficiale of March 8, 1918, contains a new order of the commissary general for the supply and consumption of food in regard to olive oil, which reads, in part, as follows:

The maximum price of 350 lire per quintal (the lira is worth 19.3 cents United States currency at normal exchange; the metric quintal is equivalent to 220.46 pounds avoirdupois) established by the decree of October 20, 1917, remaining unchanged, the classification of edible olive oil as regards the established price is limited to two qualities.

The maximum wholesale base prices for edible olive oil remain fixed at 350 lire per quintal for oil of the first quality extra and at 330 lire per quintal for oil of the second quality. Such prices are understood to be for goods free station of departure, containers extra, to be returned or to be charged to the purchaser.

For common or illuminating oils destined for refinement the prices shall be made proportionately less than 310 lire per quintal, according to the grade of acidity of the said oils.

SOAP IMPORTS.—The Italian authorities have agreed to license, *inter alia*, the importation of British perfumed soaps, without restriction of quantity, whether imported by parcel-post or otherwise.

SPAIN.

RELAXATION OF EMBARGO ON OLIVE OIL.—The American Consul General at Barcelona reports that the Spanish Government, by order published April 24, permits, upon application to the General Direction of Customs within 10 days, the exportation of Spanish olive oil of recognized Spanish brands to American countries on the basis of shipments made to those countries during the five years from 1912 to 1916, no country being allowed more than its pro rata share. Shipment must be made in cans or bottles in the case of brands registered after July 31, 1914, or in any kind of containers for brands registered prior to that date. An export tax of 30 pesetas will be levied on each 100 kilos net. All exports are subject to control and licenses are revocable at any time by the national commission on supplies. (Peseta, par value, \$0.193; kilo, 2.2 pounds.) The embargo on olive oil of all grades was announced by the Spanish government on September 7, 1917. An export duty of 40 pesetas per 100 kilos was imposed.

The text pages of the AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.



IMPORTANT NOTICE.

To All Manufacturers of Soap:

The soap manufacturers of the United States are requested to meet and confer with the United States Food Administration in Washington at 11 o'clock on Thursday morning, May 23. The meeting will be held at the Food Administration building, Eighteenth and D streets Northwest.

Matters of great importance will be discussed and a policy outlined which will have an important bearing on the future of the soap industry. It is therefore important that each manufacturer be represented by an executive officer duly authorized to take such action as may be necessary.

Please advise us upon receipt of this letter the name of your representative who will attend this conference, and address your reply to the United States Food Administration, Fats & Oil Division, using the enclosed return envelope for your reply. This is exclusively a soap manufacturers' conference and is not intended for dealers in soap or firms who have their soap manufactured for them by other manufacturers. Sincerely yours,

UNITED STATES FOOD ADMINISTRATION,

By B. E. Reuter,

Fat & Oils Division.

The above notice issued by Chairman Reuter calls for a conference at about the time most of our readers will receive this issue. While no further official information can be obtained in advance in addition to that given in the notice, without doubt the question of the control of glycerine and inedible fats will receive serious consideration. Chairman Reuter is well and favorably known in the soap industry, having patented various processes used in the trade, including the Reuter methods for the recovery of glycerine and the decomposition of oils and fats. In view of his intimate acquaintance with the industry the meeting promises to be of great importance to the manufacturers of soap.

DETERMINING IODINE-BROMINE NUMBER.

(Der Seifenfabrikant, 1917, vol. 37, No. 43/44, p. 556.)

L. W. Winkler establishes the following guiding principles, given in abstract form, for the standard application of the bromination process: The values obtained are to be designated as iodine-bromine numbers. Duration of action of bromine, always exactly two hours. In comparative determinations care must be taken that the quantity of bromine left in an uncombined condition and that entering into combination remain as much as possible the same. Daylight to be excluded as much as possible. For more accurate determinations it is recommended to determine the iodine-bromine number twice: after a duration

of action of 10 minutes and one of two hours; the more or less great increase within this period being a characteristic feature for the fat under investigation. For the purpose of effecting greater air-tightness the glass stopper of the iodine-flask is coated with phosphoric acid having the consistency of honey. For the accurate measuring of the 1/10-N potassium bromate solution a pipette provided with a stop-cock is used. For the comparison of the bromate solution with the thiosulphate solution one should proceed as follows: The flask is filled with 50 cc. bromate solution, 1 gm. of potassium bromide, 10 cc. carbon tetrachloride and 10 cc. 10%-HCl, and is immediately closed. It is then repeatedly shaken and left alone for 10 minutes or two hours resp., after which 1 gm. of potassium iodide is thrown into it. The termination of the reaction is recognized by the pink solution of iodine in carbon tetrachloride becoming fainter. An indicator proper is not used; a starch solution is only used when the work is carried out under artificial illumination or with dark fats. Tallow-like fats should be heated until dissolution is complete. With varieties of wax the amount of carbon tetrachloride used should be two to three times the former and heating is resorted to in order to facilitate dissolution. Before making a determination the mass should be allowed to cool (*Zeits. f. Unters. d. Nahrungs- u. Genussm.* 1916, vol. 32, p. 358.)

DETERMINING SUITABILITY OF OILS.

(R. Lecq on Rapid Method of Determining the Suitability of Oils for Soap-making. Brill. Soc. Chim. 21, 101-103, 1917; J. Soc. Chem. Md. 36,723, 1917.)

A small quantity of the oil may be converted into a neutral soap by the action of the exact quantity of alkali indicated by the saponification value, provided that the following conditions are observed. A good emulsification, which is essential, can only be obtained with weak lyes (8° to 10° B. sp. g. 1.059-1.074), but complete saponification cannot be effected by lyes weaker than this. To obtain good emulsification it is advisable to add the lye to the oil rather than the oil to the lye. The quantity of sodium chloride required for "salting out" a neutral soap varies with the nature of the soap, and the soaps will contain variable amounts of water. The addition of a special soap (10 grms. in 50 ccm. of water) to 100 grms. of oil promotes rapid emulsification. The mixture is heated on a water bath in a 750 ccm. conical flask, the mouth of which is covered with a perforated watch glass through which passes an agitator. The amount of alkali solution (in about 66 ccm.) calculated from the saponification value, is added at the rate of about 12 ccm. every 30 minutes, and after boiling the mixture for 1½ hours saponification is complete. Potassium (soft) soaps thus prepared require dilution to bring them to the conventional standard of 50 per cent. of water. In the case of soda soaps the product is dissolved in 400 ccm. of water, and the soap precipitated by the addition of 125 grms. of salt, the liquid decanted and the soap dried with the aid of a pump. Fatty acids are best saponified by adding them after melting in two fractions (3 parts + 1 part) at an interval of 30 minutes to the whole of the hot alkali lye. Saponification is complete after boiling for 1 hour.

SEEDS SUITABLE FOR OIL EXTRACTION.

(Dr. Rohdich, Chem. Ztg., 1917, Oct. 10, vol. 41, No. 121, p. 776.)

In connection with our former suggestions, certain seeds occurring in large quantities in Germany were again analyzed for their fat content. For the production of oil for edible purposes the seeds of the linden tree and of the pumpkin, and for technical purposes those of firs, pine trees and red pines.

With the fruits of linden trees the difficulty consists in that the walls of husks are very thick and that on pressing the oil is absorbed and tenaciously held thereby. The process of extraction as extensively used in the oil industry should therefore be applied, whereby it would become superfluous first to remove the husk. That with this procedure it is possible to obtain appreciable quantities of oil in spite of the deaf fruits frequently grown by linden trees, results from the following observations.

The working-up of seeds of conifera offers no difficulties at all. Seeds of spruce-fir (European) could not be obtained, but the fat content of these seeds, which belong all to one and the same species, varies within the same limits as in the various varieties of pines and firs (*Pinus*).

The working-up was effected in such a manner that the seeds—in case of linden trees the whole fruits were taken—without sorting them particularly by quality, were ground in an air-dry condition in a large-size coffee-grinding mill and then extracted with ether. For the nitrogen determination the ground product, prepared in the same manner, was used. The results were as follows:

	Fat	Nitrogen	Nitrogenous substances calculated
Linden fruits	11.95%	2.03%	12.7%
Pine seeds	31.20%	5.65%	35.3%
Fir seeds	30.85%	5.63%	35.2%

These results as far as the figures for fat are concerned are such as to make recovery of the former appear eminently lucrative, the more so as the plants in question would not have first to be planted, but which give each year a harvest and are available in such large quantities to make it possible to collect vast amounts thereof by school children, war prisoners, etc. Perhaps it would also be lucrative to confiscate any supplies of seeds eventually held in stock. For the purpose of comparing the above-mentioned fat and nitrogenous substances, reference is made to the cereal germs that have recently been recommended for extraction: these contain 10% of fat and about 30% of nitrogenous substances.

The oil of linden-tree seeds could be used for edible purposes, and those of seeds of conifera for technical purposes. In addition to fat the seeds contain nitrogenous constituents, so that it can be assumed that the residues from the manufacture of oil could still be used for cattle fodder, the more so as the seeds are greatly liked by forest animals.

ON THE CHEMISTRY OF GRAINED SOAP.

(Camillo Brückner, Seife 2, No. 2, 2, 1917.)

In contact with water soap is hydrolyzed; still the fractional products of the hydrolysis act upon each other until equilibrium is reached. The degree of the hydrolysis and the kind of the equilibrium are determined by the proportion of soap-water molecular weight of fatty acid and the respective temperature. The quantity ratio of the fractional products of the hydrolysis can be determined by titrating the liberated alkalis with acid in the presence of phenolphthalein. In soaps for practical usages, the fatty acids and the alkali must be in intimate combination, hence not dissociated and only little excess alkali must be present. As otherwise, in the first case, the soap would be malodorous and discolored, because of the oxidation of the fatty acids; and in the second case, it would show efflorescences of alkali carbonates. The author also gives the composition of different soda-grain soaps (beef-tallow-, pork-lard-, arachis-oil-, coconut-oil-, and linseed-oil-soaps).

OIL COMPANY IN HUNGARY.

(Chemiker Zeitung, Vol. 41, p. 908.)

The "Erste Ungarische öl Hörungs-Aksges" (first Hungarian corporation for hardening oils), which is erecting a factory at Budapest for hardening vegetable oils, especially corn oil, was incorporated with a capital of 5.1 million crowns by the Pester Ungarische Kommerzial Bank (Hungarian Commercial Bank of Pest), the Hungarian agency of the Wiener Bank-Verein (Vienna Bank Association), the Landes-Zentral Credit Genossenschaft (National Central Credit Association), the firm of Wilhelm Leipziger, the oil manufacturing company of Adolph Kohn & Co., Győr, the Fiumauer Ungarische Oil Industrie Akt-Ges.,

Hungarian Oil Industry Corporation of Fiume), the "Centra" vereinigte seifen, stearin, kerzen und fett waren werke A.G. Wien ("Centra" united soap, stearin, candle and fat products works corporation, Vienna), and the Hydrier g. m. b. h. (The Hydria Co., Limited). Were elected to serve on the Board of Directors: as president, Roland Hegedüs; as vice-presidents, Commercial Councillor Ignatz Kohn and Dr. Emerich Granichstaedten; as directors, Friderich Herzfeld, Baron Friderich Korányi, Otto Kenedy, Hugo Krausz, Dr. Julius Lokatos, Baron Victor Lippe, Johann Mark, Eugen Kévesz, Alfred Schwarz, Zéla Szego, Ludwig Strausz, and Franz Vogt.

The Purification of Low Grade Fats.

(Eder technische Rundschau, g. 67, 1917.)

The purification of fats and the elimination of the smell can be obtained by treating with concentrated sulphuric acid, followed by distillation with caustic alkali, caustic alkalicarbonates, slaked lime (for oils having little content of free fatty acids). Slime and albumens, as carriers of smell, can be removed with the aid of alum aluminium sulphate and tanning substances. An improvement in smell can be obtained by steaming or treatment with air or indifferent gases. Bleaching-by-absorption is now done generally by using silicates (Fuller's Earth Tousil, Frankonite, etc.) instead of ozone charcoal and red-prussiate of potassium (ferro-cyanide of potassium). Luridol (benzoperoxide), barium and calcium-superoxides are also used for bleaching. The reduction bleaching by means of sulphurous acid and hydro-sulphurous acid is little used with oil, but principally with soaps.

Liquid and Fatless Washing Media.

The Pharmazeutische Zeitung recommends to druggists as a lucrative side line article for sale—liquid washing media—and gives the following receipts: 1° *Toilette washing medium*: 850 parts of carangin decoction (1 part of lochen to 20-30 parts of water), 50 parts of borax, 100 parts of quillai bark extract (1:20), perfume as required. 2° *Domestic washing medium for fine linen*: 700 parts of carangin decoction, 100 parts of soda, 200 parts of quillai bark extract. 3° *Domestic washing medium for dirty and coarse linen*: 600 parts of carangin decoction, 100 parts of soda, 50 parts of liquid water glass, 50 salammonic, 200 parts of quillai bark extract. It is more than improbable that the War Committee for oil and fats would permit the above washing media. The druggists could certainly use the borax for pharmaceutical purposes more usefully and more timely than for fat-less washing media, says *Der Seifen-Fabrikant*.

Shortage of Laundry Soap in Denmark.

There is a famine in laundry soap in Copenhagen and other Danish cities. Practically none can now be purchased, but the shop windows are full of fancy toilet soap which has been previously imported from France and the United States. Very little fat is available in the country for the manufacture of soap and there is also a shortage of caustic soda, potash, and other ingredients.

ANNUAL REPORT ON FATS, OILS AND WAXES FOR YEAR 1916*

By Prof. Dr. W. HERBIG, Chemnitz.

(Continued from page 70, April, 1918.)

According to the data given by Hugo Dubovitz, it seems that in determining the fatty acids in soaps having a great water-glass content, the silicic acid which is disengaged prevents the extraction of the fatty acids with ether; so that it is advisable to add some sand to the solution, then to disengage the fatty-acids, to evaporate to dryness and to extract, the mass, with ether in a soxhlet. To this J. Grosser remarks that silicic acid is soluble in water containing much hydro-chloric acid, and that in working with diluted solutions the addition in sufficient excess of concentrated hydrochloric acid could prevent the disengaging of silicic acid.

III. Butter Analysis.

War conditions are the cause of the small number of works on this subject. To detect tallow and hardened fat in butter-fat, R. Amberger uses ether, which he has acting on fat (molten at 40°) for several hours with a repeated shaking at 15°. It is said that the presence of more than 12 per cent. of tallow is indicated in the formation of a precipitate. Hardened oil can only be detected by this method, if the glycerides which are difficultly soluble in ether as: Tristearin, oleostearin and β -palmito-di-stearin are present. E. B. Holland, J. C. Reed and J. B. Buckley determine stearic acid in butterfat to be 59.25 per cent., after the method of Hehner and Mitchell. The process is based on the fact that in treating a mixture of fatty-acids with a solvent, saturated at a definite temperature, with the acid to be determined, the whole quantity of the fatty-acid looked for is disengaged. The assumption is that the other acids do not increase the solubility. According to the cattle's feed, etc., the stearic acid content of insoluble butterfatty acid was found to be about 7 to 22 per cent.

D. Examination of Older and Newer Vegetable (plant) Fats and Oils.

1. *Olive Oil*: An examination by A. Cutolo deals with the relations between the refractive index, the acid content and the rancidity. Good oils of a medium acid content of 1 per cent. have a refraction of 63. An increase in the acid index decreases the refractive index, but not the rancidity. If oils are washed with hot alcohol and water, normal oils are somewhat weaker in their refraction, sour oils considerably weaker, while the refraction with rancid oil remains unchanged.

2. *Palm-Kernel Oil*: A Weis, in an essay of the countries of origin of palm-nuts reports over 20 kinds, whose content of oil was from 46 to 52%.

3. *Peanut Oil*: Interesting data on the production and export of peanuts in Shantung and the oil production there can be found in a report of the Imperial Consulate at Tsinanfu.

4. *Castor Oil*: W. Fahrion examined the fatty-acid content of castor oil. Of the fatty-acids present in smaller quantities was found: 5% stearic acid, 3% oleic acid, and 5% dioxy-stearic acid.

5. *Sunflower Oil*: O.S. made a short report on the changes shown by Russian oil in contact with air, during the course of 2 years, and which can be traced in principle

to the formation of oxy-fatty-acids and anhydride-like compounds.

6. *Wood Oil*: F. Browne examined Chinese wood-oil pressed from real Wuchow-nuts. On the basis of the physical and chemical indices found in these investigations, Browne establishes for South China wood-oil a characteristic, which should serve as basis in judging the article of commerce. L. Schumann studied the polymerization of Chinese wood-oil (from Aleurites Montana) which, as is known, gelatinizes in heating and becomes hard and brittle. He designated the polymerization as "mesomorphous," i.e., conditioned through the formation of intermediary compounds, whereby the double-compounds of wood-oil-fatty-acids are said to combine. Much clearer in its results seems to be an investigation by Krumbhaar on a comparison of the linseed oil- and wood-oil-polymerization. The changes of the indices in heating and the way and kind of gelatinization makes it possible to observe a far-reaching concurrence. The only deviation, the change of the refraction-index in heating (the index of linseed-oil, rises and that of the wood-oil falls) can be explained according to Krumbhaar by the presence of dissociation-products of linseed-oil. The only difference in the behavior of these oils lies solely in the different speeds of the polymerization processes. The difference of the more rapid thickening of the wood-oil is only of a gradual, but not of an essential nature.

7. *Bean-Oil*: (Phaeseolus vulgaris.) There are on this subject some other data prepared by Kosutany and by R. Mayer, which do not agree.

8. *Chestnut Oil*: K. Löffel attempted to determine the composition of the oil by means of the vacuum-distillation of the methyl-ester of fatty-acids and also he made experiments with hydrating the oil. The whole fruit ground gave by extraction a yield up to 7.60% of oil. However, no clearly defined results were reported.

9. *Alfalfa and Saffor Oil*: Jacobson and Holmes closer investigated the alfalfa oil, so similar to saffor oil. It is a dry oil, having the iodine-index of 154.5, contains 4.5% of non-saponifiable substances, 9.6% saturated fatty-acids, among which are daturin- and carnouba-acid ($C_{17}H_{35}O_2$; $C_{18}H_{37}O_2$). According to E. Seuft the saffor plant is cultivated in East Africa, and yields an oil that can serve as a castor-oil substitute.

10. *Gynocard and Chaulmoogra Oil*: According to a publication by M. Rakusin and G. Flier, chaulmoogra oil is said to be known in commerce under the name of gynocard oil. But both oils are of a quite different nature. Therapeutic qualities possesses probably only the chaulmoogra oil. I. Ostromyslsleuski and A. Bergmann studied the composition, structure and qualities of the gynocard acid found in the chaulmoogra oil. They consider this acid as a mixture of the isomeric acids $C_{17}H_{33}COOH$. The greater part of the acid is said to melt at 67.5 to 68.5°.

11. *Capol-Seed Oil*: An oil is gained from the seed of the silk-cotton tree or bentang tree (Eriodendron aufractuosum, bombax pentandrum, ceiba pentandra, a malvaceae related to the gossypium varieties found in the Antilles, in Mexico, Japan, Africa, East and West Indies. Its oil is very similar to cotton-oil and is used for many

*Ded Seifenfabrikant, v. 37, p. 477-9; 505-7; 577-8.

purposes as a substitute for the latter. The fatty acids of the oil consist of 72 to 74% of liquid and of 28 to 26% of solid fatty acids. The liquid fatty acids are composed of 40% linseed-oil acid and of 60% oleic acid.

12. *Sagdo Trec Oil*: F. Hering was able to obtain by extracting with ether: from the fruit-seed 46% and from the whole fruit only 25% of a clear yellow oil, partially solidifying at 16°. The fruits of this tree (*lophira alata*) growing in the camerosus, an ochracea, furnishes to the natives an oil of a repulsive bitter taste and of a disagreeable odor, while the oil produced by Hering and extracted with ether, had an agreeable ground-nut taste.

13. The oil-containing seeds of the Philippines were the subject of reports by Harvey C. Brill, Francisco Agcaoili and Richmond Rosario. They reported on the seeds of *aleurites moluscana*, and *tri-sperma*, *ceiba pentandra*, *calophyllum inophyllum*, *jatropha curcas*, *picinus communis*, further on the cato-nuts of *chisochiton cumingianus*, on the columbany seeds of *sterculia foetida* and the pili-nuts of *canarium pachyphyllum*. The seeds have 44 to 54% of fat. Of the oils produced from them only those of both *aleurites*-varieties comparable to linseed-oil have any value in the making of soap.

14. The annual report for 1914-15 of the Institute for Applied Botany in Hamburg contains illustrations and data on a series of seeds and fruits of African, American and Asiatic origin. All fruits and seeds on which inquiries were received and answered by the Institute: *Aleurites triloba* forst (kemir-nuts) and *a. fordii* hemal, *a. montana* wils, and *a. cordata* R. Br., which furnish wood oil, *shorea stenoptera* burck, *vateria indica* L., *hydnocharpus venenatus-marotti* seeds, *scheicheria trijuga* willa., *illipe latifolia-mowrah* seed, *sheanuts-butyrospermum parkii*, *njavenut-mimusops djave*, *mabula pausa* and *pauconuts* from *peutaclethra macropylla*, the ground-almonds and tubercles of *cyperus esculentus*, and the fruits of *balanites maughami* and the cuamba-kernels of *afzelia cuanzeusis*.

Of American oil-fruits are named: Palm seeds and fruits of *attalea excelsa*, *arapaje* and *shapaja*, further those of *a. compta* and *a. cohune*, *corozos* from *elaeis melanococca*, *coroza*, *huizunga*- and *chunga*-fruits from *astrocaryum* varieties, *habillas*, kernels from *fevillea cordifolia* and *f. deltoidea*, etc.

(To be continued.)

INCREASE IN PRODUCTION OF POTASH.

The output of all potash materials produced and marketed in the United States in 1917, as reported by the manufacturers to the United States Geological Survey, Department of the Interior, was 126,577 short tons, which contained 32,366 short tons, or an average of 26.4 per cent, of pure potash (K_2O). This is more than three times the quantity produced in 1916 and corresponds very closely with the output predicted for 1917 by H. S. Gale, of the Survey, from a review of the mid-year statistics. The approximate average selling price of these potash materials at the points of shipment was \$4.26 a unit—that is, \$4.26 a ton for every 1 per cent of pure potash (K_2O) in the material marketed. This price corresponds to \$426 a ton of pure potash. The total value of the potash produced in the United States in 1917 was \$13,791,922.

In the following preliminary summary by Mr. Gale the production in 1917 is classified with as much detail as is consistent with the Survey's obligation to hold individual reports of production confidential.

The output of one of the four plants producing potash from brines in western Nebraska considerably exceeded that from any other one source or district, and the combined output of these plants represents about 45 per cent of the total for the entire country. Searles Lake, Cal., was the other source of large production from brines.

The potash produced from kelp represents about 10 per cent of the total. A large part of this was high-grade potassium chloride produced by two companies

and the rest was divided among eight other producers, who manufactured kelp char or ash carrying 16 to 36 per cent of potash, used as an ingredient of fertilizer. An unexpected shortage of the kelp crop curtailed the production from this source in 1917.

The production from alunite was not so great as had been expected, though two additional producers from this source entered the field during the year. The plant of the original producer was destroyed by fire in October, and, though the work of reconstructing it has been pushed rapidly, it had not been put into operation by the end of the year. In addition to the high-grade potassium sulphate produced from alunite a considerable quantity of calcined alunite carrying 16 per cent of available potash was marketed for incorporation into fertilizers, and raw alunite was shipped to eastern reduction works to be treated for the recovery of potash.

A fairly high grade potash produced from the residue of charred molasses at alcohol distilleries, representing nearly 9 per cent of the total output, was, like kelp char, used in fertilizer mixtures.

The quantity of potash recovered from the waste liquors produced by the Steffens process of beet-sugar manufacture was somewhat augmented in 1917, and many experiments designed to increase the output from this source are being made at beet-sugar factories throughout the country.

Eight cement mills reported production of potash salts or of potash-rich dusts sold as fertilizer during the year, the quantity marketed from this source reaching a total of 13,582 short tons, representing 1,621 tons of actual potash (K_2O). The recovery of potash from cement dusts, which is being rapidly extended, seems to offer large promise for a greater domestic potash industry, and it is expected that the production from this source may take second place in the summary by sources for 1918.

The dust collected from blast furnaces is a significant though still a minor item in the total for 1917. The production of potash from this source may eventually be large, but in view of the stress under which the steel plants are now operating this process may receive but little attention during the war.

Crude potash is still produced by the old methods of leaching from wood ashes in the hardwood lumber districts, chiefly in Wisconsin and Michigan. Complete statistics of this output are difficult to obtain. Many of the producers keep no exact records of their operations and do not always know the quality of their product, so that exact interpretation of the figures they furnish is impossible. Reports from 36 producers in 1917 show a gross output marketed of 700 short tons, having a value of \$406,856. This is assumed to be about 424 short tons of K_2O .

Refined potash salts were produced from wool washings in 1917 by at least two plants, and some potash was produced from the ash or char obtained by burning other waste organic matter at several industrial establishments.

Potash was produced in 1917 by 82 firms, including 36 wood-ash leachers, most of them operating small works. The total production is about 13 per cent of the normal consumption of potash in the country during the years immediately preceding the war. There is now no crisis as regards the potash supply of the country, though the prices paid for what is obtained are about ten times the normal prices before the war.

All firms have been seriously handicapped by shortage of labor and fuel, difficulties of transportation and inability to get needed equipment. Potash-producing plants have been generally included among the industries that are necessary to win the war, and there is a widespread sentiment in favor of assisting, so far as possible, the operations of these plants by giving special consideration to their actual needs. It is exceedingly unlikely, however, that Government operation or any direct Government financial aid to new enterprises for producing potash will now be considered necessary in view of the successful results obtained from the many privately conducted projects.

SOFTENING OF WATER BY THE LIME-SODA AND BY THE LIME-SODIUM-HYDROXIDE PROCESS

By Prof. Dr. H. NOLL, Communicated by the State Hygienic Institute, Hamburg.

(Continued from page 72, April, 1918.)

II. The Lime-Sodium Hydroxide Method.

The lime-sodium hydroxide method has, as the writer mentioned already above, been much employed during this war. For the purpose of determining the chemicals required for the softening of the water, its degree of hardness has to be found, and the same method, as has already been described above in the lime-soda process, has to be employed. The added use of sodium-hydroxide is of a double effect in water-softening. On one hand it serves to remove the carbonate-hardness, and on the other by the soda formed it causes the non-carbonate-hardness to precipitate.

This process is of value especially for water, whose car-

bonate-hardness is higher than the non-carbonate-hardness. In waters of a different composition the lime-addition can be avoided or soda has to be added beside sodium-hydroxide, so as to precipitate the hardening matter. In the following the waters in question were classified into 4 categories and the computations of the additions are elucidated by 4 examples.

The quantity of chemicals required would be:

I. For a water, in which the carbonate-hardness, plus magnesia-hardness as well as the carbonate-hardness are individually higher than the non-carbonate-hardness, i. e.:

Total hardness	18.0°
Carbonate hardness	9.0°
Non-carbonate hardness	6.0°
Magnesia hardness	3.0°

TABLE II.

SOFTENING OF PIPED-WATER AFTER THE LIME-SODA PROCESS.

Hardness of the piped-water:	Method of precipitation (sedimentation).	Total hardness: By titration with 1/10-n. potassium-palmitate and phenolphthalein.	Carbonate hardness: By titration with 1/10-n. sulphuric acid and methyl-orange.	Non-carbonate hardness: Total hardness minus carbonate hardness.	Soda-content: Carbonate hardness minus total hardness.
Total hardness... 12.0°					
Lime hardness... 8.74°					
Magnesia hardness... 3.26°					
Carbonate hardness 7.56°					
Non-carbonate hardness 4.44°					

I. Tests: Molecular quantity of lime and soda: $\text{CaO} = 108.2 \text{ mg.}$; $\text{Na}_2\text{CO}_3 = 84.36 \text{ mg.}$ per 1 liter water.

a	Cold precipitated and filtrated after 24 hours.	$\frac{4.76^\circ}{\text{CaO: } 2.89^\circ; \text{MgO: } 1.87^\circ}$	4.3°	0.46°	...
b	Warm precipitated at 40° and directly filtrated.	$\frac{5.32^\circ}{\text{CaO: } 3.47^\circ; \text{MgO: } 1.85^\circ}$	5.18°	0.14°	...
c	Warm precipitated at 40° and filtrated after 24 hours.	$\frac{4.76^\circ}{\text{CaO: } 3.03^\circ; \text{MgO: } 1.73^\circ}$	4.48°	0.28°	...
d	Heated to boiling point and immediately filtrated.	$\frac{3.27^\circ}{\text{CaO: } 2.02^\circ; \text{MgO: } 1.25^\circ}$	3.08°	0.19°	...
e	Heated to boiling point and filtrated after 24 hours.	$\frac{3.36^\circ}{\text{CaO: } 1.63^\circ; \text{MgO: } 1.73^\circ}$	2.8°	0.56°	...

II. Tests: Molecular quantity of lime, soda excess 10%: $\text{CaO} = 108.2 \text{ mg.}$; $\text{Na}_2\text{CO}_3 = 92.8 \text{ mg.}$ per 1 liter water.

a	Cold precipitated and filtrated after 24 hours.	$\frac{4.27^\circ}{\text{CaO: } 2.4^\circ; \text{MgO: } 1.87^\circ}$	4.76°	...	0.48°
b	Warm precipitated at 40° and directly filtrated.	$\frac{4.81^\circ}{\text{CaO: } 2.94^\circ; \text{MgO: } 1.87^\circ}$	5.04°	...	0.23°
c	Warm precipitated at 40° and filtrated after 24 hours.	$\frac{3.74^\circ}{\text{CaO: } 2.01^\circ; \text{MgO: } 1.73^\circ}$	4.2°	...	0.46°
d	Heated to boiling point and immediately filtrated.	$\frac{2.73^\circ}{\text{CaO: } 1.64^\circ; \text{MgO: } 1.09^\circ}$	3.08°	...	0.35°
e	Heated to boiling point and filtrated after 24 hours.	$\frac{2.94^\circ}{\text{CaO: } 1.87^\circ; \text{MgO: } 1.07^\circ}$	3.36°	...	0.42°

III. Tests: Molecular quantity of lime, soda excess 20%: $\text{CaO} = 108.2 \text{ mg.}$; $\text{Na}_2\text{CO}_3 = 101.24 \text{ mg.}$ per 1 liter water.

a	Cold precipitated and filtrated after 24 hours.	$\frac{3.74^\circ}{\text{CaO: } 1.87^\circ; \text{MgO: } 1.87^\circ}$	4.48°	...	0.74°
b	Warm precipitated at 40° and directly filtrated.	$\frac{4.0^\circ}{\text{CaO: } 1.93^\circ; \text{MgO: } 2.07^\circ}$	4.76°	...	0.76°
c	Warm precipitated at 40° and filtrated after 24 hours.	$\frac{3.47^\circ}{\text{CaO: } 1.6^\circ; \text{MgO: } 1.87^\circ}$	4.2°	...	0.73°
d	Heated to boiling point and immediately filtrated.	$\frac{2.4^\circ}{\text{CaO: } 1.13^\circ; \text{MgO: } 1.27^\circ}$	3.36°	...	0.96°
e	Heated to boiling point and filtrated after 24 hours.	$\frac{2.4^\circ}{\text{CaO: } 1.13^\circ; \text{MgO: } 1.27^\circ}$	3.36°	...	0.96°

(a) On sodium hydroxide: Non-carbonate hardness $\times 14.3$; thus $6.143 = 85.8$ mg. NaOH for 1 liter.

(b) On lime: Carbonate hardness plus magnesia-hardness, minus non-carbonate hardness $\times 10$; thus $(12-6) \cdot 10 = 60$ mg. CaO per 1 liter. This computation gives no soda-excess for the water. To obtain such an excess, the sodium-hydroxide addition is increased by one degree, thus the addition for this water would have to be $7.143 = 100$, 1 mg NaOH. To obtain in this way a soda-excess, the carbonate-hardness of the water would have to be higher by at least one degree than the non-carbonate-hardness, as otherwise for the purpose of augmenting the soda content, soda would have to be directly added.

II. For a water in which the carbonate-hardness plus magnesia-hardness is higher than the non-carbonate hardness, but the carbonate hardness is equal to or lower than the non-carbonate hardness:

Total hardness	15.0°
Carbonate hardness	6.0°
Non-carbonate hardness	6.0°
Magnesia-hardness	3.0°

(a) On sodium-hydroxide: Non-carbonate hardness $\times 14.3$; thus $6.143 = 85.5$ mg NaOH per 1 liter.

(b) On lime: Carbonate-hardness plus magnesia-hardness, minus non-carbonate hardness $\times 10$; thus $(9-6) \cdot 10 = 30$ mg CaO per 1 liter. Here must still be remarked, that with a water of that composition, with magnesia-bicarbonate present, the required soda-excess can be obtained, by increasing the sodium-hydroxide addition by one degree and in compensation decreasing the lime-addition also by one degree, exactly as is done in example 1. As in the magnesia-determination after Blacher only the total magnesia is found, and as the differentiation of magnesia into carbonate and non-carbonate necessitates an elaborate analysis, it is more simple to add directly the required soda excess to the amount of one degree $= 19$ mg Na_2CO_3 per 1 liter.

III. For a water in which the carbonate hardness plus magnesia hardness equals the non-carbonate hardness, and the carbonate hardness is lower than the non-carbonate hardness:

Total hardness	12.0°
Carbonate hardness	3.0°
Non-carbonate hardness	6.0°
Magnesia hardness	3.0°

(a) On sodium-hydroxide: Non-carbonate-hardness $\times 14.3$; thus $6.143 = 85.5$ mg NaOH per 1 liter.

(b) On lime: Carbonate hardness plus magnesia hardness, minus non-carbonate hardness $\times 10$; thus $(6-6) = 0$, and thus a soda excess has to be added to the water directly.

IV. For a water, in which the carbonate hardness plus magnesia-hardness are lower than the non-carbonate hardness:

Total hardness	10.0°
Carbonate-hardness	2.0°
Non-carbonate hardness	6.0°
Magnesia-hardness	2.0°

(a) On sodium-hydroxide: Carbonate hardness plus magnesia-hardness $\times 14.3$; thus $4.143 = 57.2$ mg NaOH per 1 liter.

(b) On lime: Carbonate hardness plus magnesia-hardness, minus non-carbonate hardness $\times 10$; thus $4-6 = -2$.

(c) On soda: Non-carbonate hardness, minus carbonate-hardness plus magnesia-hardness $\times 19$; thus $2.19 = 38$ mg Na_2CO_3 per 1 liter.

For these waters the sodium-hydroxide addition is not computed from the non-carbonate-hardness, but from the carbonate- plus magnesia-hardness. And besides the soda addition marked under (c), there would have still to be considered the soda-excess required for a better separation of the hardening matter.

These examples show that a number of hardness-determinations will give a basis for computing the quantities required for softening the water by either the lime-sodium-hydroxide process or the lime-soda process.

(To be continued.)

SAPONIFEROUS PLANTS.*

Soap of prime necessity and importance for any civilized nation has become an article of great rarity, because of the shortage in fats. Foreign soaps can be gotten only very seldom and only at fancy prices, and the domestic article is little produced as the required fat is needed elsewhere. Thus all kinds of soap substitutes are used as washing media, and their number has become myriads though their quality is mostly very doubtful. We believe it to be opportune to point out some soap-substitutes, which nature has provided for us in various plants.

The plant of common occurrence throughout all Germany bears the name of Soapwort (*Saponaria officinalis*) because it contains great quantities of saponin, hence soap-substance in all its parts. A fact, which can easily be recognized, if the stem and the leaves are vigorously rubbed in water with the hands, a thick soap-lather (froth) is rapidly produced. The root, a multi-branched, much wrinkled root-stock about one centimeter thick, and thirty centimeters long of reddish brown color, contains greater quantities of saponin than the leaves. The root is therefore most suitable as a soap substitute. The best method is to first thoroughly wash and clean the dug-up root, then carefully dry it, when dry cut it into pieces and reduce it to a powder. The finer this powder, the better, as it can then be used directly with water exactly in the same way as soap, not only for cleansing the hands, but also for washing linen and other material. For the latter purpose it is best used with an addition of soda. It gives a strong lather, dissolves dirt and fat particles, and in fact is an excellent cleaning medium.

Soapwort is a perennial plant, about half a meter high, with a straight stem and lanceolate leaves having thick nerves on their underside. The large perfumed blossoms are of a white, pinkish-tinged color and are in corymbed clusters on the tip of the stem. It is found on the banks of streams and rivers, between willow bushes, hedges and fences, windrows and on railroad dams. In many districts, especially in central and south Germany, it is exceedingly common. As its name indicates, it has been in use as a washing medium since olden days.

Besides soapwort, a number of other plants can be used for the same purpose, even if their soap-substance content is not as great as that of soapwort. The well-known meadow-campion or ragged-robin (*Lynchis flos cuculi*) which in the early summer often covers the whole meadows with its flesh-colored (red) feather blossoms, also contains soap substance. The same can be said of the white and red batchelor's buttons (*melandryum*) and flax-weed and the bladder-campion (*silene*). The corn-cockle (*agrostemma githago*), so common in rye-fields, is also a saponin-plant, as is in a high degree the burst-wort or rupture-wort (*herniaria glabra*). The latter is a small rosette of leaves flat on the ground, with many stragglers, which are covered with small leaves. The tiny insignificant blossoms are green. The burst-wort is found often on sandy soil, and sometimes fallow fields are covered by it. It is so saponiferous that, crushed with water, a strong lather is produced.

Therefore, we see that we possess quite a selection of vegetable substitutes for soap. These saponiferous plants, found everywhere in Germany, are easily gathered, so that in many cases they can supplant the costly soap. Their general use can be recommended. (*Reichenberger Zeitung. Böhmen.*)

**Der Seifenfabrikant* (1918), vol. 37, p. 374.

¹ Flax-weed is *linaria vulgaris*, which scarcely would contain saponin—probably is meant *silene vulgaris*—*a. inflata* and *silene nutans*.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

raised by Spain, but this had no influence on the course of prices for denatured or foots olive.

Several large shipments of palm oil came in, but practically the entire lot went to the tin plate trade. The embargo against palm oil prohibits its use by soap makers.

Offers of linseed oil for prompt shipment were meagre and prices ruled generally firm. On futures, however, the situation was slightly easier. A small flaxseed crop is expected for this country and with the import situation uncertain, higher prices are looked for.

Heavy Chemicals.

The majority of technical chemicals utilized by the soap trade have been inactive during the interval under review. The outstanding feature is the weaker position of caustic soda which has dropped to a level of \$4.40 to \$4.50 a hundred ex warehouse. Speculative interest has been largely lacking due to the strictures on the exportation of this material to foreign destinations. Soda ash has not recorded the same proportion of decline as caustic soda, but the market is easier at \$2.45 in bags and \$2.85 in barrels. Only a moderate buying interest has appeared in either item.

Other technical chemicals have maintained a degree of strength, especially sulphuric acid 60 degrees, which has been in unusually heavy demand from consumers and the Government's demand has been such that makers have been unable to take care of civilian and Government demand has been such that makers have been unable to take care of civilian and Government requirements at one and the same time.

There is no noteworthy alteration in caustic or carbonate of potash. The market on silicate of soda is entirely a nominal affair, as manufacturers are only offering sparingly, while second hands have only been in possession of limited stocks. Borax is meeting with a steady inquiry at 8 to 8 1/4 cents.

OILS AND SOAPS IN INDIA.

In an Agricultural and Industrial Supplement of the *Madras Mail*, Alfred Chatterton, F.C.G.I., C.I.E., Director of Industries and Commerce in the Mysore State, reviews the position with regard to oils and soaps in India. As pointed out by him, the Indian oilseed crop is a very large and important one. Not only are large quantities used in India itself, but something like 1,600,000 tons per annum are also exported. In comparison with this the foreign trade in oil and oilcake may be regarded as small. By introducing into India modern machinery for pressing on a larger scale than has hitherto been attempted it would be possible to treat the whole of the oilseed crop of the country, at the same time obtaining a much higher percentage of oil than is at present yielded with the crude appliances which are at the disposal of the natives.

By improved methods of extraction not only could a large yield of oil be obtained, but it could be improved in quality so that more of it could be used for domestic purposes, especially as a substitute for "glue." the native butter; at the same time the manufacture of such articles as soap might be encouraged. Soapmaking on modern lines has been carried on for a number of years in the north of India, but the industry has never been a flourishing one, in spite of the fact that large quantities of soap are imported from the United Kingdom. A small quantity of inferior soap is made in some localities by the "cold" process, but if the industry were extended naturally some form of boiling process would have to be employed. All the chemicals required would have to be imported, only the oil—and perhaps the rosin—being obtainable in the country. The glycerine would for the most part have to be exported, as there is only a small local demand.

At present most of the oil extracted in Mysore is produced by the native wood or stone ghanis worked by bullocks; in some places, however, improved iron ghanis are employed, but a much better type is the Anderson oil ex-

peller, which is run by power. One of these machines was set up in Bangalore for a firm of oil millers, R. C. Muniappa & Co., which has been working for about eighteen months, chiefly on honge seed (*Pongamia glabra*) with very successful financial results. During a period of one year the yield of oil was 28.1 per cent., and the profit on a capital amounted to 40 per cent. As the writer states, this is due to a combination of suitable machinery and good management. Results of tests made with the different kinds of ghani and also with the Anderson oil expeller on various seeds show that a larger amount of oil is left in the cake in all cases than with the hydraulic press. Extraction with solvents would, of course, remove practically all the oil, and this method would be extremely suitable in those cases in which the residue is fit only for manurial purposes. Before introducing this process into India it would, however, be necessary to do certain preliminary tests, which, if they turned out satisfactory, might be followed by the production of a large quantity of oil suitable for soapmaking, and other technical operations.

SOAP SHORTAGE IN GERMANY.

A correspondent of the *Morning Post*, London, writing from Berne, says: Complaints of the difficulty of obtaining soap or soap powder are now admitted by the German newspapers to be justified, and the reason of the calamitous scarcity is explained to the public. The latter are informed that in this case the official organization is not at fault, the scarcity being due solely to the inadequacy of the supply of soda to the soap factories. The military authorities, it is explained, require large quantities of soda, and, on the other hand, soda works are terribly embarrassed by the impossibility of obtaining the coal they need. The public consequently, the explanation continues, must submit, military exigencies taking precedence of the requirements of the soap factories, and is informed that as long as the war lasts the supply of washing material will be inadequate and uncertain. We learn that the German soap-powder ration has recently been reduced from 250-grms. to half that amount, and it is stated that "until further notice the soap-powder sections of the soap card are good for only one-half of the quantity specified thereon."

Brazil to Encourage Manufacture of Caustic Soda.

Owing to the impossibility of obtaining supplies, the Brazilian Government has just published a decree offering financial assistance to establish caustic-soda factories, loaning up to 75 per cent of cost of construction, the amounts not to exceed \$500,000 for each of the first three factories with minimum production of 500 tons per year.

German Potash Syndicate Agreement Expires in 1925.

The Committee of the German Potash Syndicate has decided to recommend the general meeting to vote the prolongation of the syndicate agreement until the end of 1925. In view of the heavy charges to be met in connection with repairs to the loading stations, etc., a special levy is to be made, which is expected to be equal to that already in force to provide for propaganda.

Soap Price Agreement in Uruguay.

According to a report from Consul William Dawson at Montevideo, Uruguayan soap and candle manufacturers have agreed with their government on maximum prices.

Steady Demand for Soap at Bangkok.

The demand for foreign soap is reported by Vice Consul Carl C. Hansen at Bangkok to have remained fairly steady during the last four years.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

The recent decision on the part of the government to prohibit further importations of South American tallow ought to have influenced and caused a steady or higher level of prices for the domestic production. On the contrary, the 18c. level of New York special tallow was not sustained and the price dropped to 17½c., then to 17¼c., and on sales of fair sized lots reached 17¼c. a pound early part of this week, with further offerings at this price and the best available bid only 17c. a pound.

The meeting called to take place on the 23rd inst. in Washington and at which time the government is expected to give its views regarding tallow prices, etc., has had a dampening effect on most buyers, resulting in a hesitating demand, and aiding the decline in values.

The recent drop in glycerine prices of 6@7c. a pound, could not be expected to stimulate tallow prices, and altogether the situation is more unsettled at present than heretofore.

With the warmer weather setting in and the usual demand for choice fat stocks, it will become quite a serious matter to find sufficient available supplies of extra fine quality stock, if shipments from Argentine and elsewhere cannot be brought here.

Markets have a way of acting contrary to the logic of the situation, and while the recent decline on New York special tallow is from 18c. to its present level of 17¼c., it can hardly be expected that prices will ease off to any further considerable extent.

The arrivals recently of very large quantities of South American tallow have had their depressing effect and with the world at war, it seems hardly probable that we will have, for some time to come, prices considerably lower than those now prevailing.

May 17, 1918.

TOBIAS T. PERGAMENT.

GLYCERINE.

Specially written for this journal by W. A. Stopford.

Since our last letter, Dynamite Glycerine has sagged in price, 5c. per lb.; sales have been made for this six months, and over the last six months of the year, at 60c. per lb.; naturally, this situation has caused the chemically pure price to be discounted and some of the makers are quoting 63½c., in bulk, to-day, and it is said that even less than that can be done. Tallow has declined and there are some indications of it going down still further, and this is helping the weakness in glycerine.

The meeting of the soapmakers, at Washington, on the 23d inst., at the invitation of the Food Conservation Committee of the War Trade Board, is attracting a good deal of attention and the result is awaited with much interest.

At the moment the market has a downward tendency, but it would appear that it has reacted enough, and that some buying of dynamite will be done before long, when a recovery of much of what has been lost should occur.

Vegetable Oils.

The market for vegetable oils during the past month lacked animation, and a slightly easier feeling was noted, although actual price changes were slight. Speculative conditions which had prevailed were not looked upon with favor by the large banking interests. Some reselling of cocoanut oil was noted, but towards the close most of this material was disposed of and little price shading could be done.

The copra situation showed little change despite the talk of lack of tonnage on the Pacific. Production is going on at a heavy rate, but the output in most instances is well sold up and real weakness is not looked for by traders. It is pointed out that prices for cocoanut oil are low in contrast with those prevailing on cottonseed, etc.

With regard to the position of soya bean oil it is noteworthy that stocks coming in from the East are being rapidly absorbed against outstanding contracts and only minor price fluctuations have been witnessed. The difficulty of obtaining goods from the Pacific Coast has handicapped business along the Atlantic Seaboard and prices in this territory are still relatively high.

Business was noted in crude peanut oil in the South at former price levels. Soap makers showed some interest in Japanese grades of peanut oil owing to the scarcity of olive oil, which is still under embargo from Spain and Italy. The embargo on edible olive oil was

(Continued on preceding page.)

SOAP MATERIALS.

Glycerine, C. P., 63½@65c.

Dynamite, 60@61c.

Crude soap lye, 80 per cent. loose, 42c.

Saponification, 80 per cent. loose, 47c.

Castor Oil, No. 3, 39@40c., nominal.

Cocoanut, Cochin, nom.; Ceylon, nominal.

Cocoanut oil, domestic Cochin, 19@19½c.; domestic Ceylon, 18@18½c.

Corn, crude, 18.75c., nominal.

Cottonseed, crude, tanks, 17½c. lb.; refined, 21@22c. lb.

Olive, denatured, 4.00@\$4.50 gal.; prime foots, 45@47c. per lb.

Palm, Lagos, 39@40c., nominal; red prime, 39@40c.

Palm kernel oil, domestic, 18@18½c., nominal.

Peanut, crude, \$1.36@1.37 gal. f. o. b. mill.

Soya bean, 19@19½c., nominal.

Tallow, special loose, New York, 17¼c. asked; tallow city, 16¾c. asked; grease, yellow, 15½@16½c., brown, 15½@16c.

Chemicals, etc., Borax Crystals and granular, 8@8½c.

Caustic potash, 88 to 92 per cent., 83½@84c.

Caustic soda, 76 per cent., \$4.40@\$4.50 per 100 pounds.

Carbonate potash, calcined, 80 to 85 per cent., 45@50c.

Red oil, saponification, 17@17½c.

Salt, common, fine, \$1.08@2.10.

Soda ash, 58 per cent., \$2.45@2.85 per 100 lbs.

Soda silicate, "iron free," 4¼@5c.

Sulphuric acid, 60 degrees, \$30@35 per ton.

Starch, pearl, \$6.30@6.38; powdered, \$6.34@6.37.

Stearic acid, single pressed, 23½c.

Stearic acid, double pressed, 24½@26c.

Stearic acid, triple pressed, 27c.

Zinc, oxide, American, 13@15c.

Rosin, water white, \$8.60 per barrel.

Rosin, window glass, \$8.30 per barrel.

Rosin, Nancy, \$8.25 per barrel.

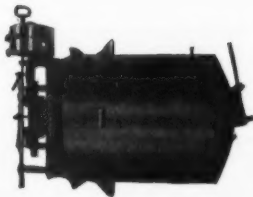
Rosin, Mary, \$8.10 per barrel.

HOUCHIN-AIKEN CO. INCORPORATED **ENGINEERS AND MACHINISTS** **SOAP MACHINERY**

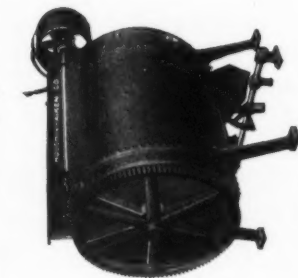
Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chippers, Mills, Plodders, Soap Dies, Perfume Mixers

GLYCERINE MACHINERY

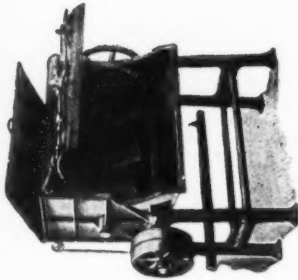
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BROOKLYN, N. Y.
115 to 121 Fifty-third Street



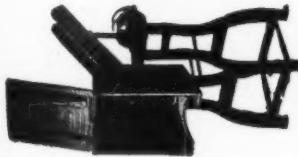
PERFECTION Crutcher.



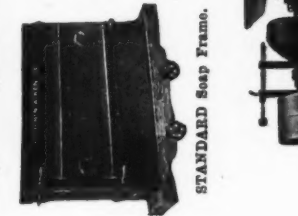
HORIZONTAL Crutcher.



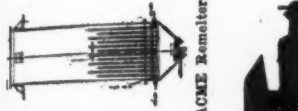
IDEAL Amalgamator.



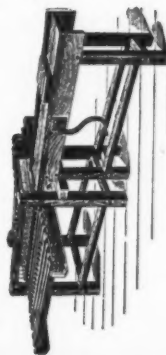
Soap Chipper.



STANDARD Soap Frame.



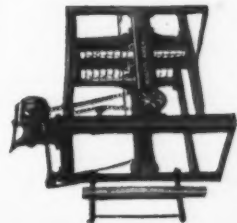
ACME Remelter.



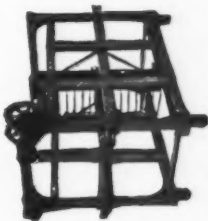
DOUBLE BACK Cutter.



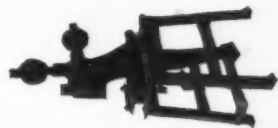
AIKEN Power Cutter.



AIKEN Power Slabber.



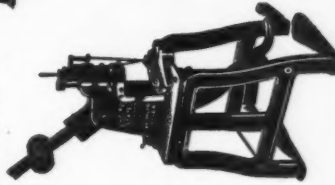
CHAMPION Slabber.



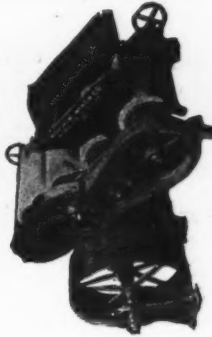
No. 4 Soap Press.



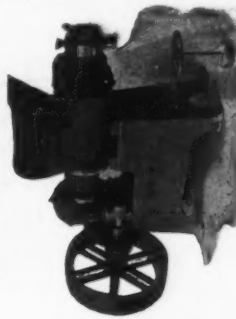
Soap Die.



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During our 25 years of experience in the building of **BAR SOAP DRYERS**, we have never yet had a complaint as to the product turned out on these machines. This splendid record, we think, is without an equal.

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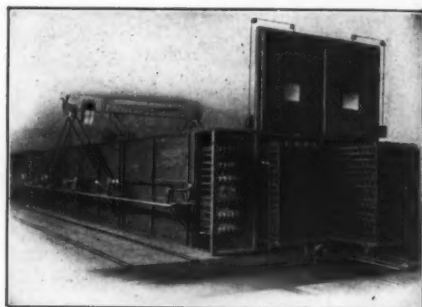
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Caustic Potash 88° to 92° in 175 lb. drums, 75c. delivered. Also carbonate of potash 92° to 96° at 70c. lb. delivered in 100 lb. drums. Address Joseph Hanser, Oshkosh, Wis.

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WANTED—100 gal. percolator. Give full particulars and price. Address B. O. No. 544, care of this journal.

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SOAP MAKER WANTED—By reputable concern near New York City; a man with experience in making solid in barrel soaps, especially oil soaps from potash and soda for the automobile, leather and textile trades. State experience, age, references and salary. Address H. W., No. 541, care of this journal.

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(Continued on page 52.)

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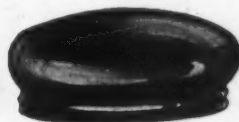
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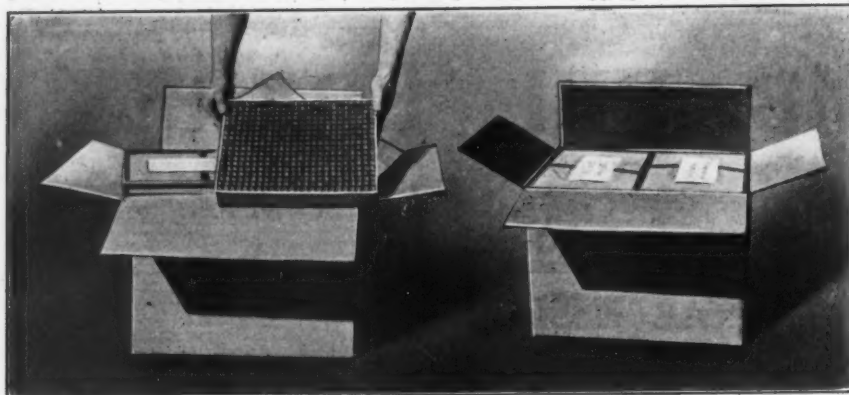
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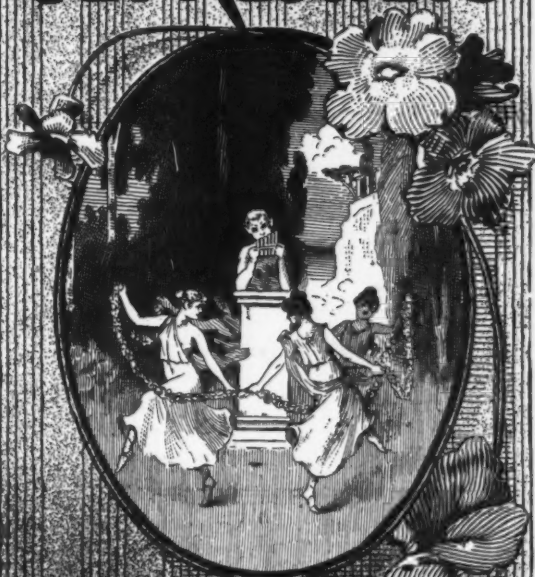
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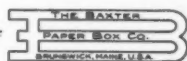
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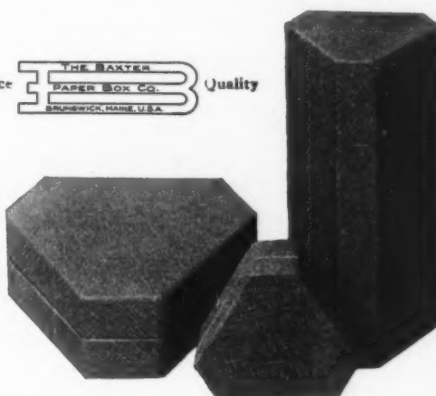
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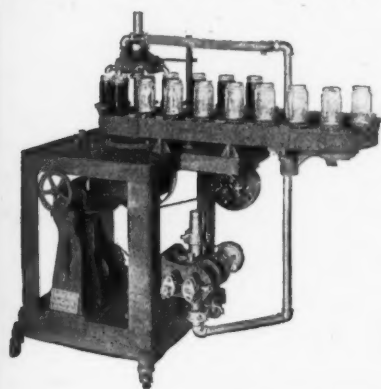
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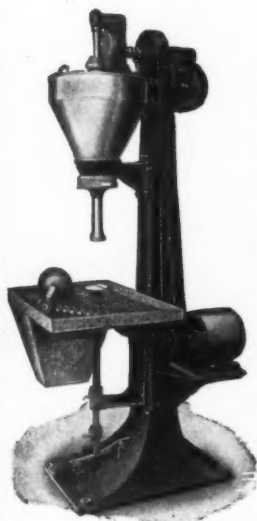
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